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Publishers' Weekly

THE AMERICAN
BOOK TRADE JOURNAL

WITH WHICH IS INCORPORATED

The American Literary Gazette and Publishers' Circular.

[ESTABLISHED 1852.]

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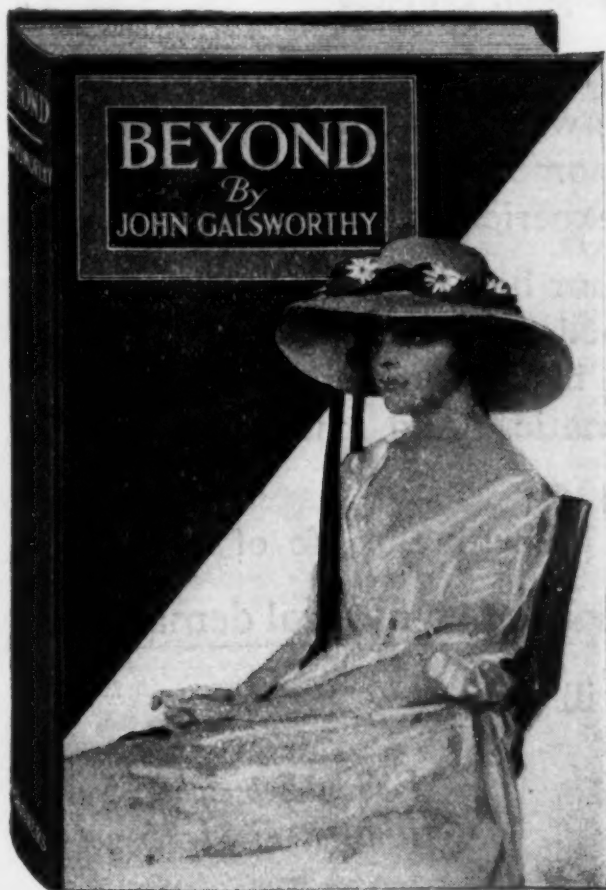
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Vol. XCII, No. 6

NEW YORK, August 11, 1917

WHOLE No. 2375

Published August 25th



BEYOND

A DRAMA OF
HEART'S COUNSELING

By
**JOHN
GALSWORTHY**

The new romance by the
author of "The Dark Flower"
"The Patrician," etc.



\$1.50 net

Charles Scribner's Sons



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—reflecting *The NOW.*

The best literature is, and always has been the direct outgrowth of contemporary sentiment. When enough people are thinking the same thing some one is moved to express it through literature. It is the law of supply and demand.

Such books are the best books, and in these times the best-selling books. The war, somehow, makes people want to think.

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by

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is a novel based upon the current of doubt and questioning, of spiritual awakening that is sweeping over the world at this moment. It is a story of the unrest that America is experiencing *right now.*

The Heart's Kingdom has the humor and plot interest that distinguished Miss Daviess' work in "The Daredevil" and "The Melting of Molly." It is humorous. It is dramatic. And it is something more—

It is vital. It has to do with the life of to-day.

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That is why it will sell.

Ready September 5
Illustrated; \$1.35 net



JUST PUBLISHED*The Only First-hand Account of the Russian Revolution**Published So Far in America***The
REBIRTH OF
RUSSIA***by*
ISAAC F. MARCOSSON*Author of "The War After the War," etc.***WITH TWENTY-EIGHT ILLUSTRATIONS. Cloth, \$1.25 Net**

Q Mr. Marcossou, whose brilliant journalistic achievements in the European War have given him the title of "America's foremost reporter," was in London when the great Slav upheaval began. After thrilling adventures he arrived in Petrograd to find the city in the throes of freedom.

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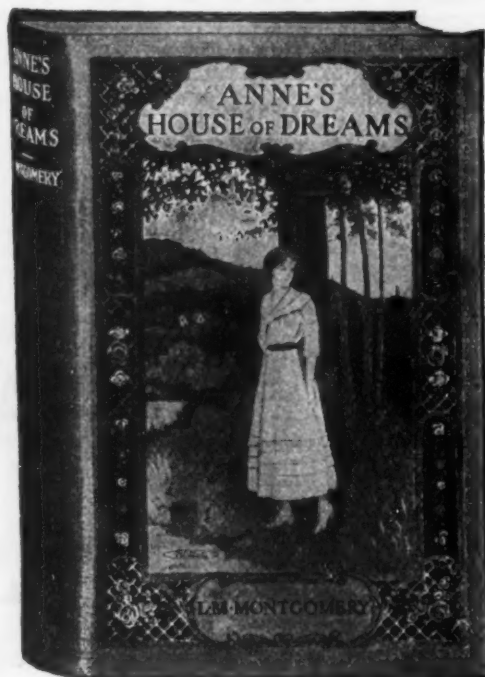
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Second large edition on press.

A war-time novel of love, courage and
mystery—just as romantic, just as tender
as "The Beloved Vagabond."

JOHN LANE COMPANY Publishers NEW YORK

By the author of
ANNE OF GREEN GABLES



Ready
August 24th
Cloth, 12mo,
Net \$1.40

This novel
has never appeared
in any
periodical

Cover in full color

ANNE'S HOUSE OF DREAMS

By L. M. MONTGOMERY

Those who have read "Anne of Green Gables"
will want this new novel in which Anne's "dream"
comes true.

To the Bookseller:—

Run over in your mind the four or five American
Novelists whose sales run into six figures. Will there
be a new book by any one of them this Autumn except

L. M. Montgomery?

This means an enormous demand for her

ANNE'S HOUSE OF DREAMS

Publishers

FREDERICK A. STOKES COMPANY

New York

"In many ways the volume of Edmund H. Reeman is just a little saner, a little less emotionally over-wrought than that of Wells."

It is a fortunate thing that the preface of Edmund Henry Reeman's volume "Do We Need a New Idea of God" is dated January, 1917, because the amazing similarity of Mr. Reeman's book to Wells' "God, the Invisible King" is so startling that, otherwise, he might have been charged with plagiarism. The fact that two minds functioning 3,000 miles apart should express almost precisely the same radical new ideas will deeply impress any one reading the two books. Like Mr. Wells, Mr. Reeman believes that "both within and without the churches there is a growing dissatisfaction with conventional forms of credal belief and a consequent lack of reality in the forms of worship which depend upon them." Like Wells, he feels that "the churches have taught men to believe that religion is one thing and the business of the world's real work another," have taught men to believe in a "God removed from life and its struggles." Like Wells, he believes in a finite God, an "Eternal Toiler in mankind and the universe" to whom "humanity is not a mere plaything for amusement, but a necessity of the will." Men are the "medium and instrument through which God is even now seeking to win larger victory for Himself." "All our truest instincts and deepest feelings, our hopes and dreams and visions are God's own urge and outreach in us."

Practically all the great essential ideas of the two books coincide, although it must be admitted that in many ways the volume of the less widely known man is just a little saner, a little less emotionally over-wrought. Both men delineate the most courageous tradition of the modern world, both seek to destroy belief in an omniscient, omnipotent, yet capricious, deity; both seek to destroy the popular dogma of the nineteenth century—belief in the beneficence of nature. Naturally, both writers have already been made targets for attacks by theological intelligences who, being unable to burn them at the stake, hurl such epithets as "impudent" at them. It is a harmless and—apparently—amusing and profitable diversion. The men—and their books—will probably survive it.—*Baltimore Sun*, July 21st.

Read what
The Baltimore Sun
says of

DO WE NEED A NEW IDEA OF GOD

by

Edmund H. Reeman

The author has sought to address himself as simply and directly as his subject permits to the growing multitude of men and women who find but little meaning in the conventional terms of religion.

The purpose of the book is practical rather than controversial.

\$1.00 net

George W. Jacobs & Company, Philadelphia, Pa.

Have you placed your order for



ON THE EDGE OF THE WAR ZONE

The Continuation of "A Hilltop on the Marne"

From the Battle of the Marne —
to the Coming of the Stars and Stripes

Illustrated from
photographs —

by Mildred Aldrich

Author of "A Hilltop on the
Marne", and "Told in a French
Garden, August, 1914"

\$1.25 Net

Better get in line

This is going to be a last-minute seller
—right up to the night before Christ-
mas. Don't get caught without it.

Ready September 15

This telegram
represents how
one coast dealer
feels about On
the Edge of the
War Zone.

SMALL,
MAYNARD &
COMPANY



PUBLISHERS
BOSTON

| CLASS OF SERVICE | SYMBOL |
|------------------|--------|
| Day Message | |
| Day Letter | DL |
| Night Message | NM |
| Night Letter | NL |

If none of these three symbols
appears after the check (number of
characters in the message). Other-
wise no character is indicated by the
symbol appearing after the check.

WESTERN UNION TELEGRAM

NEWCOMB CANTON, PRESIDENT

GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

| CLASS OF SERVICE | SYMBOL |
|------------------|--------|
| Day Message | |
| Day Letter | DL |
| Night Message | NM |
| Night Letter | NL |

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wise no character is indicated by the
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JACK MULLEN 5264

LAFAYETTE HOTEL BUFFALO NY

MILDRED ALDRICH'S NEW BOOK ON THE EDGE OF THE WAR ZONE SHOULD
HAVE MANY ENTHUSIASTIC BOOSTERS IN THE BOOK TRADE CONSIDER ME ONE
I EXPECT IT TO HAVE A WIDE SALE EXPRESS TWENTY FIVE COPIES AND
FREIGHT SEVENTY FIVE

JAMES D BLAKE

Longmans, Green & Co.'s New Books

SECOND IMPRESSION IN THE PRESS

IN THE NIGHT: A Tale of Mystery

By the Hon. R. GORELL BARNES, Author of "Out of the Blue," etc. Crown 8vo. \$1.25 net.

"The author has worked out his theme ingeniously, developing various theories to account for the crime and find the guilty person, and finally when he nears the end, providing a double climax of surprises before the mystery is finally solved. . . . An interesting tale, carefully worked out, with a pleasant background of English country life."—*The New York Times*.

"A short but clever tale."—*The Brooklyn Eagle*.

"A detective story of a new type. . . . During the short hour or two that the reading of it takes, the size of a shoe becomes of more importance than the Hindenburg line. We come back blinking, to a world which we are grateful to the author for helping us to forget."—*The Times* (London).

OFF WITH THE OLD LOVE

A War Story

By GUY FLEMING, Author of "The Diplomat," "The Play-Acting Woman," "Half Lights," etc. Crown 8vo. \$1.50 net.

"Mr. Fleming is an author who will soon, if he cares, occupy a very high place among the assured writers of fiction."—*Reading Standard*.

"A novelist of considerable gifts."—*The Times*.

WHAT GERMANY IS FIGHT- ING FOR

By SIR CHARLES WALDSTEIN, Author of "Aristodemocracy: From the Great War Back to Moses, Christ and Plato," etc. 12mo. Limp cloth. \$0.60 net.

This book contains translations of authoritative German documents, which show with absolute clearness the reasons for which Germany provoked and is still engaged in carrying on, the World's War. They show also the undoubted responsibility, not only of the German Government, but of the majority of the German people for the war.

Messrs. Longmans, Green & Co. announce for publication about September 1st, a new novel by SIR RIDER HAGGARD entitled FINISHED

With colored frontispiece and dust wrapper. Crown 8vo. \$1.40 net.

This book will form the third of the trilogy of which "Marie" and "Child of Storm" are the first two parts. It narrates, through the mouth of Allan Quatermain, the consummation of the vengeance of the wizard Zikali upon the royal Zulu house of which Senzaugacona was the founder and Cetewayo the last representative who ruled as king.

MESSRS. LONGMANS, GREEN & CO.
have recently made arrangements to supply
the Trade with the publications of the Young
Churchman Co. of Milwaukee, Wis.
Catalogues will be supplied on request.

LONGMANS, GREEN & CO., Publishers

Fourth Avenue and Thirtieth Street, New York

**AUGUST
15th**

THE LOOKOUT MAN

By B. M. BOWER

This novel of the open places among the mountains of California is a tale of the Forest Reserve service. It is full of action, excitement and love, brimming with the charm of the great outdoors—a typical Bower story of wide appeal. It has never appeared serially. \$1.35 net.



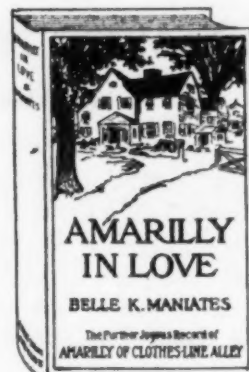
AMARILLY IN LOVE

By BELLE K. MANIATES

Here is a further record of the joyous

Amarilly of Clothes-Line Alley

The sweet humor and helpful cheeriness of "Amarilly of Clothes-Line Alley" is ever present in this new story of the Jenkins family. The secret of Amarilly's charm is in the "glad-you-are-alive-feeling" she gives you. She will share her optimism, her joy in life, with you if you will but let her. \$1.25 net.



COMING SEPTEMBER 8

FOOD ECONOMY

Requires a knowledge of food values, food preparation and food conservation for the elimination of waste, as well as the scientific growing and handling of our food supply. It

BEGINS IN THE HOME

HERBERT C. HOOVER says:—

Eat plenty, wisely and without waste.

PRACTICAL FOOD ECONOMY

By ALICE GITCHELL KIRK

This widely known lecturer on home economics presents tactical truths on economy in foods, shows how to arrange well balanced meals and gives helpful suggestions in buying, preparing and cooking without waste. \$1.25 net.

Publishers

LITTLE, BROWN & CO.

Boston

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

August 11, 1917

The Editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible, in advance of publication.

For subscription and advertising rates see first page of Classified Advertising.

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

PUBLISHERS' CATALOGS JUDGED BY MAIL-ORDER CATALOG STANDARDS

THE first of the publishers' early fall catalogs are beginning to appear, to be followed later in most cases by more complete catalogs and still later in many cases by special catalogs in final holiday form. In this connection a recent article in *Printers' Ink*, reprinted elsewhere in this issue, which describes the methods of catalog compiling in a great mail-order house naturally suggests the question: How would the average publisher fare if he had to rely solely on his catalog to sell books?

There are two fundamental characteristics of the mail-order copy that is selling over a quarter of a billion dollars worth of goods annually in this country for Sears Roebuck, Montgomery Ward, and similar houses:

1. The copy is honest, accurate, specific, stripped of wordiness yet complete, to a degree—actually assuming responsibility for the satisfaction of the customer. "Avoid stating conclusions" is a bed rock tenet in preparing this copy.

2. Illustrations are one of the chief sources of the catalog's selling power. "It is almost axiomatic that whatever is best illustrated will have the largest sale." "More than a quarter of a million dollars are appropriated to pay the bill for drawings and engravings in each of the several leading mail-order catalogs."

Looking at them for the moment simply as sales catalogs, how far do the publishers' catalogs go toward meeting these specifications? The first early fall catalog to reach this office, coming from one of the leading houses in the country, devotes a page to the following presentation of an important new novel which occupies the position of honor on the inside front cover of the catalog: a. an uninspiring picture of the author; b. title in large type; c.

sixteen lines of undescriptive testimonials by a well-known actor and an ex-government official not well known; d. this sentence from the publishers, "when men of such standing and undoubted taste express freely such high opinion of '— — —,' what need is there for the publisher to add his praise"; e. "12mo, Cloth, 692 Pages, \$1.50 net." Judged by mail-order catalog standards, would this full page piece of printed salesmanship get even "passing" grade? This may seem an extreme case, but it differs only in degree, not in kind, from the following rather baffling "lead paragraph": "A story of love, loyalty, and mystery. It does not preach. It does not psychologize. It does not attempt to drag the reader through the miasmatic regions of the dreadful old sex novels." Of another work from still a third catalog we get the suggestive news that it is a "work of a broad mentality, of a man with a heart as well as a brain, who is a natural born story-teller and a genuine romanticist of the first order." While of an expensive travel book, the first title listed in a Christmas announcement, we are given this lone but comprehensive description, "A book of tremendous import."

In the matter of illustrations, uninteresting authors' photographs and deadly little cuts of the exteriors of books are frequently in catalogs almost a hindrance instead of a selling help with high-class bookbuyers—tho it should be stated in fairness that the average publisher's catalog is more attractively illustrated than the book section of most mail-order catalogs, owing chiefly no doubt to the greater space limitations, inferior paper, etc., of the latter.

Of course it may properly be objected that it is not fair to compare publishers' announcements with mail-order catalog announcements, that the emphasis in the latter is all directed toward making a sale, whereas general publicity is an important feature of the publisher's announcement. And this objection has force. On the other hand it is true that the publisher is, after all, out to sell books, whether direct or thru a bookseller. And *selling* books means more than merely talking about them!

It is undoubtedly true too that illustrations do not play so necessary a rôle in a book advertisement as in a mail-order announcement of an electric dish-washer. Neither is there the same necessity for minute specifications and the utmost compactness in copy in a

publisher's announcement. But that honesty, accuracy and a certain amount of specific description are any less important in a publisher's catalog than in a mail-order merchandise catalog can hardly be contended. It is unbelievable, for instance, that a great mail-order house would permit to go into its catalog wordy, evasive copy written by one unfamiliar with the article described. Yet it is not uncommon for a publisher's assistant to get out announcement copy based on but the scantiest familiarity with the contents of a book. The flabby result of such methods cannot sell books, except as the buyer may be impressed by a big author's name. In short, this sort of book catalog is measured by mail-order standards, little more than an expensive gesture, and happily it is becoming more and more the exception.

SINCE this is the season for compiling publishers' fall announcements, it may not be amiss—even tho many of the early lists are already out—to call attention again to the message urging bookbuyers to patronize the local bookstore which occupied the entire inside front cover of the Small, Maynard spring announcement for 1917. We reprint the gist of this in another column. Publishers' announcements are capable of being mediums of wide and efficient book publicity and the retail trade is thoroly in sympathy with them—except where they are used to take sales away from a community where there is already an established bookseller. Were the Small, Maynard plan adopted generally by publishers—in spirit as well as in fact—a long stride ahead would be taken in the direction of a better understanding between publisher and bookseller.

BUILDING THE CATALOG THAT BRINGS IN \$150,000,000 A YEAR BY MAIL

THE "pulling power" of the catalogs of the great American mail-order houses has long been the despair of catalog compilers in other fields. It is not enough for these catalogs merely to get a person interested in or inquiring about an article, they have to interest him and sell him at the same time—and they did this to the extent of more than \$300,000,000 worth of goods in 1916. As books are among the articles that contribute to this \$300,000,000 total under the magic of the mail-order cataloger's wand, it is of interest at this season, when the book publishing world is compiling fall and holiday catalogs, to note the account of "how the mail-order people do it" by I. S. Rosenfels, of Sears Roebuck & Co. in a recent *Printers' Ink*.

Mail-order advertising is the one form of

printed salesmanship that must really sell in order to be called successful, says Mr. Rosenfels.

When once we recognize this fundamental distinction between mere publicity, or selling help, and actual storekeeping by mail (in England they call it the Postal Trade), we realize that mail-order advertising which causes goods to be *bought*, must require more definitely standardized methods and technique than other schools of advertising which hope merely to get goods *talked about*.

Mail-order catalogs divide themselves naturally into two phases, the editorial, and the physical, and it would be difficult to say in which of its aspects the catalog has undergone a greater evolution. The first catalogs soliciting orders by mail were far from the editorial standards of to-day. Terseness of statement was unknown and truth was of so little account that the catalog compiler of twenty-five years ago frequently pursued his course with a mind unhampered by facts or by specific knowledge of the article to be sold. Such a policy led to the early demise of many pioneers in this new field, and those who survived were enabled to do so only by radical improvement in their morals and conduct. To-day it is not too much to say that the printed word of the mail-order catalog is more exact, more moderate, more reliable, than is frequently the spoken word of the salesman.

"CALLING A SPADE A SPADE"

Among the changes produced by the rule to call things by their right names, none was more pronounced than the change necessitated in the nomenclature of furs. * * * Calling things by their right names did not, of course, stop with furs. Storekeeping by mail, impatient to approach 100 per cent efficiency, countenances no misstatements whatever; it is aggressively honest at all times. When the British weavers devised the process called mercerizing, by which cotton fabrics are given a lustre resembling silk, they opened the doors for endless deception which remained until the matter-of-fact mail-order catalog removed it. Mixed fabrics of all sorts, whether they be cotton and silk, or wool and silk, or wool and cotton, are plainly and honestly analyzed in each description. A fabric must not be called "all wool" if it contains 5 per cent or 20 per cent of cotton, as many mixtures do. A so-called silk fabric is not "all silk" or "pure silk" if it be cotton mixed or loaded with tin to increase its weight and apparent quality.

MANUFACTURERS' DESCRIPTIONS NOT RELIABLE ENOUGH

The capacity of all manner of cooking and household vessels and utensils required correction and standardization. The true weight and correct labeling of foodstuffs necessitated in itself a small revolution among manufacturers and canners. The rated power of gasoline engines and other farm machinery was in a state of chaos until systematic reforms were instituted.

In practically all lines it was once customary to accept the descriptions and specifications of manufacturers regarding their own merchandise, but the policy of telling the truth, and nothing but the truth, soon pointed out the weakness of manufacturers' standards. To-day a highly organized laboratory is considered an essential part of every large catalog institution, where facts are obtained at first hand, based on exact knowledge instead of conjecture.

MAIL-ORDER COPY MUST DO MORE THAN MERELY
TELL THE TRUTH

But in its perfected state, the mail-order catalog cannot stop at merely telling the truth. It must go on and take the responsibility for the ultimate satisfaction of the purchaser with his purchase. That means in some instances that the seller must guarantee the results obtained from the article bought.

The details of mail-order copy must, of course, adjust themselves to the peculiarity of the selling plan. Mail-order copy must sell directly without recourse to assistance or augmentation of any sort. It must describe clearly and completely without the waste of a word or a punctuation mark. It must omit nothing that can complete the visualizing of the article to be sold. It must rigidly exclude the superfluous, the redundant, the extraneous, anything that would tend to cloud the mental image so necessary to consummate a sale. It is unnecessary to repeat that it must be scrupulously truthful down to the smallest detail. It should strive above all things to establish confidence, something that a loud, flamboyant or exaggerated style of copy can never hope to gain. If mail-order copy were an exact science and could boast an axiom, it would be "*Avoid Stating Conclusions*"—state the facts and let the conclusion follow naturally in the mind of the reader.

Where a selling argument corresponding to the verbal ammunition of the salesman appears to be necessary, this condition may well be met by means of an introduction or editorial display deliberately set apart from merchandise description.

IMPORTANCE OF ILLUSTRATIONS

When we come to discuss the illustration of mail-order advertising, we are at the very fountain-head of its selling power; without adequate illustrations, selling by mail would be utterly out of the question. More than a quarter of a million dollars are appropriated to pay the bill for drawings and engravings in each of the several leading mail-order catalogs. These pictures encompass the whole range of the graphic art, from a crude fifty-cent zinc etching to an artistic multicolor process plate at three dollars a square inch. For the mail-order catalogs, the wood engraver's apprentice cuts his first block of a tin dishpan and under the same patronage the newest, most popular, most pampered, and most overpaid genius of decorative painting may create his masterpiece for the cover of a fashion catalog. The trade of wood engraving would probably be extinct in Amer-



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We urge the purchase of our books, wherever possible, through your bookseller, saving you carriage charges. If he does not happen to have in stock the book or books you want he will be glad to get them for you.

Small, Maynard & Company
15 Beacon Street Boston, Mass.

A MODEL OF FAIR DEALING TO THE BOOKSELLER
EMPLOYED BY ONE PUBLISHING HOUSE IN THE IN-
SIDE FRONT COVER OF ITS GENERAL ANNOUNCE-
MENTS

ica to-day were it not for the requirements of mail-order catalogs, whose cheap paper and rapid printing lend themselves admirably to illustrations by this old and time-tried process.

TELLING THE TRUTH IN ILLUSTRATIONS

In the realm of illustration for mail-order catalogs, standards of truth come to the front just as prominently as in copy writing. It is almost axiomatic that whatever is best illustrated will have the largest sale. It then becomes our problem to obtain the "best" illustration consistent with the "best" ultimate result and that is, as always, the satisfaction of the purchaser. Naturally, we cannot give our fancy free rein in making pictures attractive any more than we can be unrestrained in our language when describing the pictured article. To avoid exaggeration in words which convey facts is comparatively easy, but the distinctions between right and wrong in illustration are far more subtle. It is at once a matter of the greatest difficulty and the highest skill to bring out in picture all the good points, all the features of desirability, and to press no one of the claims beyond

reasonable realization on the part of the purchaser.

SIMPLIFICATION OF TYPOGRAPHY

Typography in mail-order catalogs has seen steady improvement over older models. The science of typographical display, so splendidly studied and realized by users of large space in newspapers and magazines, has been slowly but surely coming into its own in the catalog. In a general way the change may be noted in the simplification of type faces, the avoidance of smallest sizes, the improved judgment shown in display, the more moderate emphasis, the use of refinements such as page borders and hand-lettering.

THE PHYSICAL TASK OF PRINTING AND DISTRIBUTING A MAIL-ORDER CATALOG

The labor, physical and mechanical, involved in the production of a typical mail-order catalog, is almost epic in its vastness. The book that furnished the text of these observations has sixteen hundred pages and is published twice a year, not less than four million copies being required of each edition. The industrial regiment of fourteen hundred people mobilized for its production complete the preparations and produce the first bound copy in about seventy-five days. Nearly five thousand sheets of manuscript are handled by copyreaders and editors. About eighty per cent of the thirty thousand illustrations are renewed in each edition. If one ordered one each of the forty-four thousand articles in a recent edition of this catalog, the order would make two hundred carloads of merchandise valued at three hundred and twenty-two thousand dollars. More than ten thousand page proofs are needed to satisfy the several checks, safeguards, approvals, and changes necessitated by the ambition to be 100 per cent perfect. The type is set in a composing room employing thirteen linotypes, four monotypes, and one hundred and fifty stone-men and compositors. An electrotype foundry with a daily capacity of 200 full pages makes the type forms into printing plates. A battery of thirty rotary web perfecting printing presses, consuming more than a hundred tons of paper each twenty-four hours, prints the major part of this catalog; its color pages, more than a hundred in number, being assembled from various sources. And finally, the bindery clears and ships sixty thousand or 150 tons of these sixteen hundred page volumes every maximum working day.

Under the improved system of distribution made possible by the parcel post, these catalogs are shipped by freight to about seventy-five distribution warehouses favorably located throughout the country. Each day type-written address labels, representing the day's requirements from customers, properly assembled by districts, are sent by first-class mail to each distributing center. The warehouseman affixes the labels with the proper postage stamps for the first, second or third zone. Rarely does a catalog travel by mail a greater distance than 300 miles, and generally not more than 150 miles. The label may

travel across the continent before being pasted on the wrapper, but it travels by first-class mail on the fastest trains. This rapid and efficient delivery of catalogs is cited merely as an instance of the economy possible in large operations.

COPYRIGHT PROBLEMS RAISED BY THE ENTRY OF THE UNITED STATES INTO THE WAR

Le Droit D'Auteur—official organ of the International Copyright Union—for June 15 contains a lengthy study of the effect upon international copyright relations of the entry of this country into the war. The article is not only an able review of our present complicated copyright situation but contains as well some constructive suggestion and criticism—from the capable pen, we take it, of M. Röthlisberger, the eminent Swiss authority who is associated with the editorship of *Le Droit D'Auteur*.

AMERICAN COPYRIGHT RELATIONS COMPLICATED AT BEST

The problem of America's copyright relations would be full enough of thorns, *Le Droit D'Auteur* points out, were the United States a member of the International Copyright Union; under the circumstances, however, with four separate treaties with individual nations, eighteen reciprocal agreements and nine treaties under the Pan American Convention, the position of the United States is rendered vastly more difficult. The situation is saved from chaos by the fact that the United States is actually at war with but three of these many contracting peoples, Germany, Austria and Hungary. For the rest, all treaties remain in force, i. e., Belgium, Chili, China, Cuba, Denmark, Spain, France, Great Britain, Italy, Japan, Luxemburg, Mexico, Norway, The Netherlands, Portugal, Sweden, Switzerland and Tunis.

ADVANTAGE WITH AMERICAN AUTHORS UNDER OUR INTERNATIONAL AGREEMENTS

As the formalities for securing copyright in these last named eighteen countries are considerably more simple than those confronting foreign writers seeking protection in the United States, the present confusion in international affairs works a far greater hardship for the authors of these countries than for the authors of the United States. For instance, copyright in Belgium, Great Britain, Luxemburg, the Netherlands, Norway, Sweden and Tunis is hedged about by no formalities, while in Denmark and Switzerland there are formalities only for special cases, as for photographs, and in France, only as a preliminary step to legal action. American authors are on the same basis as native applicants for copyright in Chili, China, Mexico, Cuba, Spain, Italy, Japan and Portugal. On the other hand, regarding American copyright requirements, particularly of course that of deposit and registry in Washington, the formalities to be gone thru at Washington by the citizens of these eighteen countries are too well-known to need repetition.

A MESSAGE TO THE BOOK-TRADE IN WAR-TIME

IN these days, when every patriotic American is trying to see how best he, individually, with his talents and entanglements, his capacity and his condition, can serve his country, there is perhaps no one more fortunate than the man who can make his own job—his normal day's work—a distinct and important public service. We believe that every bookseller in the United States is in precisely this lucky situation, and that he shares it with the publishers.

Back of all war work, whether at the front, or in the munition factory, or the Red Cross work at home, must be the impulse to action—the clear knowledge of what the war means and what we are fighting for. There is no agency so powerful in creating this impulse as good books—all books which drive home to the heart of the man in the street what the war means. The author who writes them and the publisher who publishes them, the bookseller who sells them and the reader who reads them,—each in his sphere is doing his bit.—*From The Piper, the Houghton Mifflin Co. house organ.*

The insertion of notice of copyright, tho a nuisance, is not so trying as the requirement for deposit and registry, which has become very difficult at the present time; no better proof of this is needed than the notable slump in applications from foreign sources since the war began. At a time like this one realizes more forcefully than ever before the folly of insisting that legal protection of literary property be contingent upon the performance of formalities in any but the country of origin. A manufacturing clause hampering foreign authors of books in English is nonsensical in the face of the present shortage of paper and labor. Owing to the physical impossibility in some cases of complying with its requirements, such a clause actually results in barring foreign authors from the privileges of American protection. No protection without red tape is the rule in the United States—and a truly unfortunate rule it is in view of the relatively few books that are able to gain protection on account of it. Verily, the public domain reaps its harvests no less vast than those of death!

PROBLEMS RAISED BY THE ENGLISH EMBARGO

Regarding the English embargo on imports of books and other printed matter that has caused American publishers so much worry and trouble this spring, failure to deposit the six copies in the British Museum and other libraries in no sense jeopardizes copyright. Section 29 of the British Copyright Act expressly provides that the requirement of deposit can be done away with by an Order in Council, and while, in the absence of such Order in Council, American publishers still must comply with the deposit provision so far as possible, still, so long as they make effective simultaneous publication in the United Kingdom, their copyright is in no wise affected by compliance or non-compliance with the

deposit provision. American publishers may be inconvenienced by the embargo and it may mean some material loss, but that is all.

On the other hand, this import embargo, coupled with the American requirement of home manufacture, is working not only a financial loss but an actual loss of American copyright in the case of many English authors and publishers. It is no longer possible to print an English edition in the United States and ship it to England, nor is it possible to secure American copyright on an English printed American edition. The Executive Committee of the English Society of Authors recently took the matter up with the English Board of Trade which handles all questions under the embargo, and the reply of the Comptroller-General stated that:

"On the subject of the effect of the Prohibition of Import (No. 14) Proclamation issued on the 23rd February last on the copyright in American manufactured books, while it would appear to be the case that copyright can no longer be obtained by the simultaneous publication in this country of copies manufactured abroad, it is still possible to reserve the copyright by the manufacture of copies in this country for such publication or by manufacture (where necessary in view of prohibition of imports) and simultaneous publication in any of His Majesty's Dominions to which the Copyright Act, 1911, extends, or in any allied or neutral country belonging to the International Copyright Union."

In other words, this says in no uncertain tones that the first duty of an Englishman is to print and publish his work in English territory or in a neighboring friendly country belonging to the International Union—even tho this means sacrificing the American copyright. As the English *Author*, the official organ of the Society of Authors puts it: "It is possible for an English author to preserve his copyright by the course suggested, but in the circumstances it is impossible for him to obtain the market in Great Britain and Ireland at the present time. In order to solve the diff-

culty, therefore, the English author must make a contract for printing and publishing his book in Great Britain in addition to the contract for publication of the book in the United States. Should he be unable to do so, then he will have to suffer, and must take this as part of his patriotic duty to his country at the present time."

This is typical of the unfavorable position of English authors as compared with American: the former must lose their copyright unless they can arrange for the double manufacture of their work.

COPYRIGHT RELATIONS WITH GERMANY

The special copyright treaties concluded by the United States with Germany, Austria and Hungary before the war have always been more favorable to American authors than to the citizens of the contracting countries. American works have been protected in these countries thru as long a term of years as the works of native authors, with no formalities or red tape, saving the requirement in Hungary relative to the rights of translation within a given period. On the other hand, citizens of these countries have been granted only relatively brief protection in the United States and they have been held strictly to compliance with the formalities of copyright at Washington. The result has been that but a limited number of German and Austro-Hungarian works have been granted protection in the United States, while all American works have enjoyed full protection, the same as native works, in all three of these countries—since 1892 in the case of Germany, 1907 in the case of Austria, and 1912 in Hungary.

Since the United States entered the war there has been no serious move in any of these four countries in the direction of breaking down international copyright relations, tho two-nation treaties naturally are in more danger at such a time than those like the International Copyright Union in which an extended membership of neutrals tends to hold the whole together. But even supposing one could consider the American treaties as void—which would not seem an extreme action in view of the fact that such features as the manufacturing clause introduce purely commercial as opposed to political considerations into the treaties—still there seems every intention in all four countries to continue to respect all copyright relations.

[As evidence of this the editorial note on this subject from the PUBLISHERS' WEEKLY for April 14 is here included in the article.]

Thru its own correspondence *Le Droit D'Auteur* knows that similar sentiments are held in Germany. Only works actually copyrighted up to February, 1917, of course, are thus protected. Owing to the difficulty of communication, the number of German works registered for copyright in the United States has fallen off sharply since 1914, the 1915 figure of 2119 being less than half that of 1914, and now that the United States is actually at war with Germany the position

of German authors is even more difficult. It is literally impossible for German or Austro-Hungarian authors to comply with American requirements at present, either thru the German Book, Music and Art Agency conducted by Breitkopf & Hartel in New York, or thru the now discontinued American Institute in Berlin. The hands of authors and publishers in these countries are absolutely tied, unless the publishers of the Central Powers decide to go ahead and insert the requisite notice in English reserving American copyright in the hope that their inability to register the books will be considered and that the treaty of peace will extend a sort of retroactive *ad interim* right to works published since the United States entered the war.

The unfairness of this situation is apparent when one considers that since there are no formalities involved in securing German copyright for American works, the latter continue to be protected as usual and in the usual numbers.

Some *modus vivendi* providing either openly or tacitly for the mutual protection of war-time copyrights should be arranged at once as a preliminary step to a later equitable readjustment of these bilateral agreements.

THE RELATION OF THE UNITED STATES TO THE INTERNATIONAL UNION

As neither the Pan American Convention nor the Presidential Proclamation of April 9, 1910, by which the United States act of 1909 was extended to sixteen countries, are influenced one way or the other by the war, the one remaining collective copyright treaty touching the American situation is the International Copyright Union. Tho the United States is not a party to this agreement, it has benefited extensively by it, and for this reason was the chief target for the Berne Protocol of 1914 adopted by the Union at the suggestion of Great Britain. Instead of seeking protection separately in each of the countries party to the Union, American publishers and authors have taken advantage of the provision whereby thru publication in one country (England) they obtain copyright thruout the Union. And herein has arisen a grave problem, for publication in a Unionist country must be "actual" and it has been next to impossible to make adequate actual publication of American books in England this spring.

DOUBT AS TO EFFICIENCY OF PUBLICATION THRU CANADA

Regarding the method of copyrighting in England *via* Canada, a plan suggested to American publishers by a Toronto house, it is doubtful whether such procedure will be effective, for several reasons. The only Canadian law sanctioned by the mother country, the law of 1875, prescribes not only deposit and registry but also Canadian printing. This is stated in no uncertain terms in Article 6.

Secondly: The existence of registry at Stationers' Hall is doubtful. That formality

was abolished by the act of 1911 and the registry service was abolished July 1, 1912. *Le Droit D'Auteur's* London correspondent pointed out in 1914 the precarious status of the works of English authors in Canada as a result of this discontinuance of registry, the failure of Canada to adopt the law of 1911, and the continuance in force in Canada of the law of 1842. If the situation was deemed serious when it was a question of protecting English authors, is it likely that it will bear any more favorable aspect when American rights are at stake?

Third: The anomalous position of Canada in the International Union scarcely helps to simplify matters. She has not adopted the English law of 1911 and has been unable to join in the revised convention of Berne, being allied to the Union only by the original convention of 1886 and by the additional Paris agreement of 1896. Copyright formalities have not been abolished by the Unionist countries in their relations with Canada, but the observation of the various formalities in the country of origin are still obligatory. Consequently no American work will be protected in the Union unless these formalities have been established by a duly authorized certificate.

This last obstacle would be avoided if actual and effective publication of American works were made in the self-governing dominion of Newfoundland, where the English act of 1911 is in operation and where, since July 1, 1912, the revised convention of Berne has been in full effect as in England. But then a new difficulty would have to be avoided, owing to the following provision of section 3 of article 35 of the British act of 1911:

For the purposes of this Act, a work shall be deemed to be first published within the parts of His Majesty's dominions to which this Act extends, notwithstanding that it has been published simultaneously in some other place, unless the publication in such parts of His Majesty's dominions as aforesaid is colourable only and is not intended to satisfy the reasonable requirements of the public, and a work shall be deemed to be published simultaneously in two places if the time between the publication in one such place and the publication in the other place does not exceed fourteen days, or such longer period as may, for the time being, be fixed by Order in Council.

The first half of this section is in conformity with the provisions of the International Union, but the second part sanctioning a local *ad interim* tolerance differs absolutely from the understanding of "simultaneous publication" elsewhere in the Union, where it is invariably interpreted as meaning publication on the same day. Such interpretation has been recognized by the courts and it was taken practically for granted in the report of the Berlin Conference, where it is stated: "simultaneously, namely, the same day." Thus an American book published in Saint-John's in Newfoundland several days after first publication in New York would be protected in England, but would not be recognized thruout the Union as a *bona fide* English publication [*une oeuvre anglaise nationalisée*]; thruout the Union it would be regarded merely as an American work, with-

out benefit under the Convention of the Union and left to the mercies of the various American special agreements.

* * *

The war is bringing out in sharp relief new imperfections in the international copyright system and magnifying old difficulties. Treaties between individual nations are plainly tottering. In the light of present events, the American type-setting, manufacturing and binding clause, source of all these difficulties, appears particularly unfortunate and unjustified. And finally, the legal status of Canada, owing to this American provision, has become especially complicated.

Opposed to this shaky American system is the solid structure of the International Union of 1908. It is devoutly to be hoped that the new train of copyright difficulties consequent upon the war will prove so overwhelmingly strong as to force upon America the "full international copyright" for which THE PUBLISHERS' WEEKLY pleads.

REVENUE BILL FINALLY GOES TO SENATE

THE War Revenue bill was finally reported back to the Senate on Monday of this week by the Senate Finance Committee. The recommendations of the Committee in the matter of postal revenue increases and the tax on periodicals are as follows:

"Your committee, while approving the increase in the rate on letter postage provided in the House bill, can see no good reason for making a like increase on postal cards and drop letters, and it therefore recommends that the House provision proposing an additional 1 cent upon these cards and letters be stricken from the bill.

"It likewise recommends that the application of the zone system proposed in the House bill be stricken from the bill and that instead there be substituted (A) an additional rate of one-fourth of 1 cent per pound upon second class mail matter; (B) an additional annual tax upon the net income from the publication of any newspaper, magazine, periodical or publication entitled to be entered as second class mail matter whether so entered or not, of 5 per cent. of such net income in excess of \$4000.

"Leading representatives of the publishers of newspapers, magazines and periodicals appeared before your committee in protest against the zone system as applied to their publications, and presented to it evidence that the application of this system would be a serious mistake and would, in many instances, entail certain disaster.

"The combination postal and special net income tax recommended as a substitute is not regarded as perfect by your committee, but in view of the additional charge of 1 cent imposed upon letters transmitted through the mails, amounting to an increase in letter postage of 50 per cent, and the tax of 1 cent for each 25 cents and fraction thereof

paid for transportation of packages by parcel post, it was felt that some reasonably proportionate additional tax should be imposed upon newspapers and periodicals having the privilege of second class mail matter."

COMMUNICATIONS

SUBSCRIPTION SETS PROFITABLE FOR BOOKSELLER

New York City.

Editor THE PUBLISHERS' WEEKLY:

Coincident with the introduction of the subscription book business from England appeared that joke about the family dog's chasing the book agent away from the kitchen door. There was doubtless more truth than humor in it, for the one volume encyclopedia, the family medical book, and such publications drew a rather down-in-the-heel class of salesmen.

At a later date art and part books were offered and the salesmen felt qualified to enter by the front door and even to beard the busy business man in his office. All of these publications, however, were relatively unimportant and it is not to be wondered at that the regular book-trade branded them as trash.

Finally it was discovered that a great number of sets could be sold by this method and our foremost publishing houses entered the field. Standard authors were issued in a format appropriate to their importance and real salesmen, who earned as high as \$10,000 per year, became library experts. Delightful books, ranging from \$1.50 to \$1000 per volume, were offered and hundreds of thousands of new book-lovers were developed.

The natural reaction took place when, on account of hard times, many of these sets were offered at auction and, being second-hand, brought but a fraction of their cost. This particularly applied to the very expensive sets in extra bindings. The decline was further helped by an organized band of confidence men, who, scenting the possibilities, came into the business and did irreparable damage by misrepresenting the goods to the public. These men, before their real characters were known, occasionally turned orders in to the respectable publishers, but more often they operated thru one of their own kind who posed as a publisher.

During all these years the bookstores, with a few exceptions, failed to interest themselves in subscription books, except to buy such few sets as they could secure, and these they boastfully sold at a cut price, evidently for the purpose of impressing the public with the fact that it was over-charged by the subscription man. There was clearly enmity between the bookstore and the subscription bookseller. The writer recalls a typical incident when, going to one of our leading publishers to purchase a certain set issued in both trade and subscription forms, he was accosted by the head of the trade department and asked his mission. Upon being told, the salesman said, "Oh! you don't want to buy that subscription edition, it's no good. What you want is the trade set." And this, notwith-

standing the fact that the subscription set was printed from newer and better plates and superior as to editorial work.

While it is true that the subscription branch of the business has its faults, nevertheless it has done a wonderful amount of good. Its agents formed an army of missionaries who introduced the great authors to a public who would otherwise be satisfied with ordinary trash, and doubtless the present generation is reaping the benefit. Its success developed the one great fact of the value of intensive selling.

The general agency—a selling and collecting organization which represents various publishers—cannot continue to exist, for the reason that not enough new works are being issued to support an expensive establishment which relies exclusively on the sale of miscellaneous sets. There remains the specialty man who issues some particular work of universal interest and concentrates upon the sale of this work.

Now is the time for the bookstore to come into its own in the subscription field. There are quantities of attractive medium priced editions of standard authors and many compilations of merit to be obtained. These can be easily sold to the customers of the store, provided the store takes a leaf from the book of experience and goes in for intensive selling, easy terms and attractive offers. It is necessary for the head of the selling department to learn first the selling points of the work offered so that he may teach this to the salesmen. Then go after the customers. If possible, have them call at the store and then secure their orders. Send the salesmen after those who do not call. Add new works to the list, from time to time, and sell these new works to the customers, increasing the amount of their monthly payments. Sell them as much as they can afford. Never over-sell them, so that the purchase becomes a burden, and never misrepresent the goods offered. Draw the line at an interesting description of the author and his work, a summary of the selling points and an argument that will create a desire to purchase. The old succession of approach, interest, more interest and desire will usually secure the order. It should be realized that the bookbuyer appreciates the advantage of having the complete set delivered to him at one time and being allowed to pay for it in small monthly payments.

When one considers what intelligent intensive selling has done for such works as Beacon Lights of History, Stoddard's Lectures, Ridpath's History, Harvard Classics, The Book of Knowledge, etc., each of which has created fortunes, one realizes that a well organized bookstore can easily double its business by specializing on the better class of medium priced subscription sets. This will not at all interfere with the sale of books of the day, but will really increase the sales of this particular department, by creating new readers, and by bringing old customers more often to the store.

DOUGLAS ROLYAT.

WHY FOUNTAIN PEN MANUFACTURERS DO NOT HAVE TO SELL DIRECT

Editor THE PUBLISHERS' WEEKLY:

Milwaukee, Wis.

Publishers cannot reasonably expect to increase the sale of books at the present inadequate discounts. Trade discounts of 20, 25, 28, and 30 per cent. are inadequate, as the selling cost has been established by a recent compilation as 29 per cent.; the manager of a book department in Washington, D. C., states that his selling cost is 30 per cent., which I believe to be more nearly correct, as department store figures are more carefully systematized than those of the ordinary bookstore. Furthermore, these costs will probably be increased this year on account of war conditions and 30 per cent. will, I believe, be found to be the minimum percentage of expense.

Why is it that fountain pens are so popular with merchants who carry both books and stationery? They are sold at fixed prices, just as copyright books are, but no pen manufacturer insults the business intelligence of a retailer by offering 20 to 30 per cent. discount; the minimum discount is 40 per cent., and that is why a merchant takes an interest in selling fountain pens. The publisher may claim that on account of the advertising done by him he cannot give as large a discount, yet he must know that the fountain pen manufacturer spends three to five times as much as he does.

I mention fountain pens because they are similar to copyright books as merchandise, being sold at a fixed price set by the manufacturer, and the difference in discount on the two kinds of merchandise represents the difference between a dying retail business and a growing one. That the retail distributing system for fountain pens is in a healthy condition is further evidenced by the fact that fountain pen manufacturers do not endeavor to solicit mail order business direct.

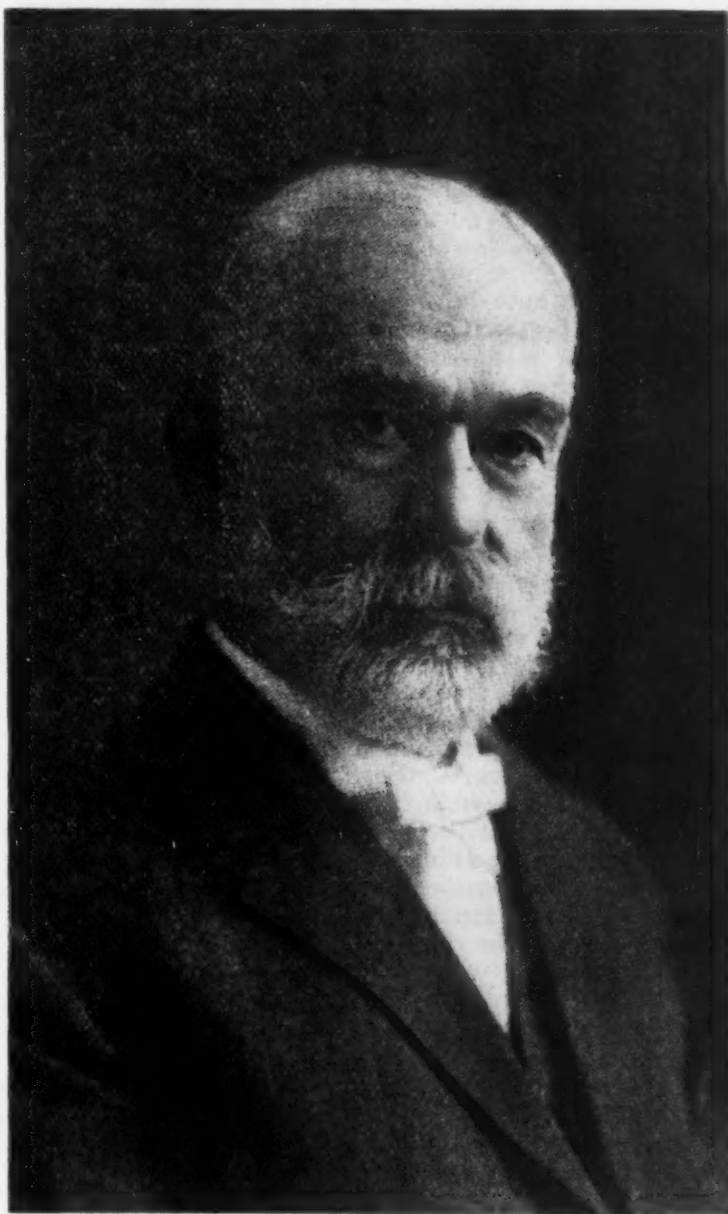
If publishers will establish discounts on copyright books similar to those existing in the fountain pen field, they will sell a great many more books, for the simple reason that not only will existing bookstores carry much larger stocks, and push sales harder on account of the real profit they make, but many more bookstores will be established.

E. HIGGINS,
Boston Store Book Dept.

"Work for the work's sake, and the rest—the money part—will take care of itself."—E. W. Bok, "the man who made the *Ladies' Home Journal*."

OBITUARY NOTES

ERNST STEIGER, one of the oldest men in the book-trade in America, died suddenly at his summer home at Sea Gate, Long Island, on August 2nd. Mr. Steiger was born in Saxony, Germany, October 4th, 1832. When sixteen years old he was apprenticed to a Leipsic commission house in books, under the liberal terms, as stated by the manager: "Now, you



ERNST STEIGER, 1832-1917

understand, five years apprenticeship, you pay me nothing and I pay you nothing." During these years he studied assiduously, especially languages, and became more or less familiar with seven, including Greek. In 1855 he came to New York on an offer from B. Westerman & Co. which at that time was one of the best-known importers of books in Continental languages. Within four years he became a silent partner in the house, holding this position until the close of 1865. With the opening of 1866, he started for himself in the German newspaper business at 17 North William Street. In 1880 the firm became E. Steiger &

Co., and has remained unchanged since then. In the earlier years of his publishing business he issued a number of popular school-books which brought him considerable profit. Mr. Steiger was a hard worker himself and trained his staff from top to bottom to attend strictly to business, above all to be thoro in everything undertaken. Two years ago he resigned as president of the company and was succeeded by his son, E. Steiger, Jr., but he kept in daily touch with the affairs of the office until the last. During the past three of four years he gave considerable attention to the Steiger Trading Company, Inc., which he organized for general commercial development in Mexico. The PUBLISHERS' WEEKLY in 1912, on the eve of his eightieth birthday, gave this portrait of the man: "The contemporary in his early days of B. Westerman, F. W. Christern and Frederick Leypoldt, with all of whom he had close business relations and personal association, he survives them all, and is to-day a figure of the past as alive as ever in the present. Mr. Steiger has held to the old-fashioned notion of pride in taking no vacation, and he has been absent from his post for only thirty days of sickness in all these years. He has himself been his business concern, although he has had the aid of his son and three daughters, whom in early years he began to train as his helpers in business, as well as his associates in family life. His methodical industry and persistent patience, his extraordinary mastery of detail, his wide knowledge of foreign production, especially in the field of periodical literature, have given him a position in the American book-trade which is absolutely unique. His business is his life, and he still sits happily at his desk from 8 a. m. to 5 p. m. every working day, altho in his eightieth year. Mr. Steiger is representative of a type of wholly self-made man, now seldom to be met." He is survived by his wife, his son, and three daughters, one of whom, with her brother, has been a partner in the business for a number of years.

LANCE CORPORAL FRANCIS LEDWIDGE, peasant poet of Meath, Ireland, whose "Songs of the Fields" (Duffield) aroused considerable comment a year or so ago, was killed on the battle front in Flanders July 31.

PERSONAL NOTES

GEORGE H. DORAN was operated upon for appendicitis at the Alston Private Hospital in New York City on Tuesday afternoon. As we go to press his condition is reported to be most satisfactory.

SIR GILBERT PARKER, who spent last Winter in Arizona and during the Spring was in New York for a while, is now at Bar Harbor, where he will stay for some weeks before returning to England.

CAPTAIN THOMAS ARTHUR NELSON, senior partner of Thomas Nelson & Sons, who was killed in France on April 9, has left personal estate valued at £470,782, of which

£219,300 represents his holding in the business. It is said that during our Civil War the Nelson family were strong Northern sympathizers and invested heavily in American bonds. The firm profited from these investments besides carrying on a large trade in English books despite the restrictive tariffs.

PERIODICAL NOTES

OWING TO INCREASED COSTS, the Publication Committee of the *Author*, the official organ of English Incorporated Society of Authors, Players and Composers, will hereafter issue that publication only every other month, beginning with the October number. During the war the size of the magazine has been greatly reduced.

Forbes Magazine is a new fortnightly to be published next month in New York by the B. C. Forbes Publishing Co. Mr. Forbes has contributed articles on business and finance to newspapers and periodicals for a number of years and Walter Drey, vice-president, has been vice-president and general manager of the *Magazine of Wall Street*.

R. A. AUSTEN-LEIGH, who recently purchased the English monthly, *Notes and Queries*, has been stopped in his intention to publish it weekly by the provision of the Board of Trade that no person shall publish, without license from the Board, any "new magazine or other periodical," including "any periodical to be published more frequently than at the date of the order."

The Masses is meeting with hard sledding in its efforts to get its August issue from under the postal ban placed upon it by Postmaster Patten in New York. Judge Hand granted it an injunction restraining the post office from interfering with its mailing but this injunction was promptly stayed by Judge Hough in a higher court. It is now ordered that the case be held for decision in the Circuit Court—which means practically that the issue is suppressed as the Circuit Court does not convene until October.

LITERARY AND TRADE NOTES

THE United States Official Postal Guide for 1917 is now ready.

MESSRS. WILLIAM COLLINS, SONS AND Co., the old Glasgow firm of publishers, is to set up a London establishment.

HENRY ALTEMUS Co. announces "Grace Harlowe's Golden Summer" by Jessie G. Flower for publication on September 15.

"BEYOND," John Galsworthy's new novel which has been running serially in a popular magazine, will be published in book form by Scribner's on August 25.

LONGMANS, GREEN & Co. have made arrangements to supply the trade with the publications of the Young Churchman Co. of Milwaukee. Catalogs will be supplied on request.

A SUIT is now pending in Paris over a cinema version of Flaubert's "Salammbô"

which is said to take such liberties with the original that it has been forced from the screen pending decision by the courts.

THE LEIPSI TYPEFOUNDING HOUSE of Schelter & Giesecke advertises that it has over 1,320,000 pounds of type in stock, and therefore, despite the shortage in metal supplies, will have no difficulty in filling orders.

A NEW RIDER HAGGARD NOVEL, "Finished," is announced by Longmans, Green & Co. for September 1. It is the final volume of the weird Allan Quatermain trilogy of which "Marie" and "Child of Storm" were the first two volumes.

AMONG THE BOOKS which Little, Brown & Co. are bringing out on the fifteenth are a new western story, "The Lookout Man," by B. M. Bower, and "Practical Food Economy" by Alice Gitchell Kirk, a widely known lecturer on home economics.

THAT THE CATALOGS of mail order concerns are a factor to be reckoned with in the paper situation is evidenced by the fact that one of the Remington mills recently abandoned the output of newsprint to produce catalog paper exclusively for a single Chicago house.

A DISCUSSION OF "Nietzsche the Thinker," by William M. Salter, which Henry Holt & Co. will publish Aug. 23, views that maleficent philosopher from a new angle. Dr. Salter argues that the present world war is due to European tendencies that Nietzsche opposed.

THE WHITMAN PUBLISHING Co., Chicago, announce the publication of "King Gum Drop," by the well-known juvenile writer, Elizabeth Gordon. The book contains thirty-five drawings in color and black and white, by the young Chicago artist, Hazel Freeze.

A NEW BOOK by the author of "The Hill-top on the Marne" continuing that story from the Marne to the coming of the American troops to the war zone is a welcome announcement. "On the Edge of the War Zone" will be published by Small, Maynard & Co. on September 15.

"SUNNY SLOPES" by Ethel Hueston, author of "Prudence of the Parsonage," is scheduled for publication by the Bobbs-Merrill Co. on August 17. "Sunny Slopes" is described as "a double-barrelled love story," centering about two sisters, one married and the other unmarried.

TWO ADDITIONS to the growing number of dramatic collections are announced for fall publication by Dutton, the one a selection of Pinero's best plays edited by Clayton Hamilton, and the other the first volume of a three volume collection by Montrose Moses of the best plays published and acted in this country since the earliest times.

A VOLUME of six unusually good war stories will be published by Scribner's this month in "The Fighting Men" by Alden Brooks. The author has been during the present war a war correspondent and later an ambulance driver, and is now an officer in the French

artillery. The stories appeared in *Collier's* and *Century*.

THE FLEMING H. REVELL Co. will soon issue "Five Young Men," by Dr. Charles Brown, Dean of the School of Religion at Yale. It consists of some striking essays in Biblical portraiture, together with a review of the lessons which the lives of some young men of the past—Joseph, Samson, David, Isaiah and Christ—have for the young men of to-day.

"ANNE OF GREEN GABLES" and "Anne of Avonlea" is really grown up at last. The girls who left auburn-haired Anne about to enter college after her year of sacrifice will all want to see "what happens next" and Frederick A. Stokes is bringing out L. M. Montgomery's "Anne's House of Dreams" on August 24, just in time for every girl to take a copy away with her for train reading on the way to boarding school.

THE STRATFORD Co. of 32 Oliver street, Boston, announces the first titles in a new series of the world's classics to be sold at twenty-five cents each. The first five titles are: "Lazarus" by Andreyev and "The Gentleman From San Francisco" by Bunin, translated by A. Yarmolinsky; "De Profundis" by Przybyshevsky, translated by Luba Wies and William Cohen; "The Mostellaria of Plautus," translated by H. T. Schnittkind; "Tales of Tchekhof"; and "Russian Tales of the Present War."

PRESIDENT WILSON has designated the week of August 24-31 as "Soldiers' and Sailors' Gift Week." As the draft army is to be called out September 1, this week will be, at least for the families and friends of these men, the "last call" for numerous little last minute gifts. Booksellers who are watching the names of the drafted men in their communities will doubtless be able to do some effective telephone work in securing orders for Bibles, French phrase books and soldier helps of various sorts.

EVEN AMATEUR PHOTOGRAPHY has outgrown the "push-the-button" stage and every owner of a Kodak is interested in the possibilities of artistic and pictorial effects. A new book for these people—and the bibliography on this subject is by no means extensive—is "Pictorial Photography, Its Principles and Practice" by Paul L. Anderson, E.E., lecturer of the Clarence H. White School of Photography, just published by Lippincott. The volume is divided into five parts, Apparatus, Negative Modification, Printing Methods, Color, Miscellaneous. There is particular emphasis laid upon color photography and upon the basic principles of motion picture photography. It contains a number of interesting illustrations.

A SUIT HAS BEEN BROUGHT in the New York Supreme Court to compel the International Paper Co. to pay to stockholders long deferred dividends. The plaintiffs, common stockholders in the company, allege that individual defendants—directors and officers of

the company—are responsible for the “oppressive, arbitrary and illegal manner” in which the affairs of the company have been conducted. The plaintiffs also ask that these officials be ousted and a board of directors elected to represent the shareholders. It is alleged that the company, although a profitable business was done, ceased in 1908 to pay in full the dividends on the preferred stock and that in 1915 the arrearage amounted to 33½ per cent on the total value of the preferred stock.

THERE IS UNDOUBTEDLY a wide market in this country for “The Rebirth of Russia,” from the able pen of Isaac F. Morcosson, the well-known American journalist who was among the first to reach Petrograd when the storm broke this spring. “This little book has no serious historic pretensions,” he states in his preface. “It is frankly journalistic—the record of momentous events chronicled hot on the heels of happening. It was my good fortune to be among the first to reach Petrograd after the Great Upheaval. I found the capital delirious with freedom—the people still blinking in the light of the sudden deliverance. I saw the fruits and the follies of the new liberty.” The book is illustrated with some two dozen photographs of revolutionary leaders and street scenes.

THE SCARCITY of male labor in the printing trade due to the demand for men in the army has reopened in England the controversy over the employment of women in various branches of printing. The London Master Printers' Association contends that monotype machines, which are particularly well adapted to women operators, are lying idle, especially in the provinces, because women are not allowed to use them. The London Society of Compositors, which is greatly opposed to the employment of women, contends that lack of work is the cause of the idleness of the machines. The society's main objection to the employment of women is on the grounds of competition with men supporting families. It asserts that a new standard of values will be set up after the war, to which women cannot easily adapt themselves.

“MR. BRITLING,” “God the Invisible King,” William Archer's forthcoming “God and Mr. Wells,” all denote a live present interest in the Diety—or after all is it only an interest in the always interesting Mr. Wells! At any rate, another addition to our inquiries into the nature of the “being” or “idea” we call God has appeared this summer in “Do We Need a New Idea of God,” by E. H. Reeman, a Unitarian minister, published by Jacobs. The author states carefully the old conception of what is connoted by the word “God” and then measures and compares the “God” of the “Inner Urge” or “Life Force” as he calls it, by the “light of modern knowledge” and by the “common facts of life,” accepting their testimony rather than that of the traditional theories of pious orthodoxy.

BONI & LIVERIGHT, Inc., publishers of the

popular *Modern Library* of cheap reprints, are branching out this fall into the new book field and announce for early fall publication some half dozen titles of fiction and non-fiction at prices varying from \$1.25 to \$2.50. Owing to a mistaken assumption that the *Modern Library* was the “only string” to the Boni & Liveright “bow,” these new titles were mistakenly announced in the editorial columns of last week's PUBLISHERS' WEEKLY as belonging to that *Library*. The new titles include: “Utopic of Usurers,” a collection of hitherto unpublished essays by Chesterton, to sell at \$1.25; “A Family of Noblemen” by the Russian satirist, Saltykov, to sell at \$1.50; “Origin of Christianity” by Kautsky, \$2.50; “The Path on the Rainbow,” poems of the American Indian, \$1.40; “My Uncle Benjamin,” a French classic by Tillier, \$1.50; and “History of Tammany Hall,” \$2.50. They will also bring out a new edition of Theodore Dreiser's steady seller, “Sister Carrie,” at the regular price of \$1.50.

“THE DICTIONARY OF NATIONAL BIOGRAPHY” has been presented to the University of Oxford by the family of the late George M. Smith, its initiator and first proprietor and publisher, and will in future be published in England by the Oxford University Press. Mr. Smith died in 1901, having brought to triumphant completion without state assistance or subsidy this largest of all national collections of biographies. He undertook the great work at his sole risk and expense in 1882; during fifteen and a half years, 1885-1900, under the editorship of Sir Leslie Stephen and Sir Sidney Lee, the original promise of quarterly publication was faithfully kept; the sixty-third volume, which completed the Dictionary, was published in 1900, and three volumes of supplement, bringing the record down to the death of Queen Victoria, were published in 1901. In 1908-9 these sixty-six volumes were reissued in a twenty-two volume new current edition. In 1912 Mrs. Smith, to whom the Dictionary had been bequeathed, published the Second Supplement of three volumes, containing the lives of all notable persons who died between January 22, 1901, and December 31, 1911.

THE NAME HOUGHTON MIFFLIN has become synonymous with good war books and, according to the August 1st *Piper*—the admirable little house organ issued by this house—the fall of this year will see the publication of the largest and most important group of war books yet issued by them. First comes “All in It. Ki Carries On,” a sequel to “The First Hundred Thousand,” a *facile princeps* of war books of this type, in which Ian Hay continues the experiences of his regiment after the close of his first book. The French army will be represented by “Campaigns and Interludes,” an account of experiences in Alsace, on the Marne and at the Dardanelles by Lieut. Jean Giraudoux, and “On the Feld of Honor,” by Hugues Le Roux. Then there is “High Adventure,” by James Norman Hall,

a record of flying experiences that will be most welcome to those who read Mr. Hall's "Kitchener's Mob." Other new war books include: "The British Navy at War," by W. Macneile Dixon, the story of what the navy has done in the present war, including full descriptions of the Jutland Sea Fight and other engagements great and small, as well as an illuminating account of the submarine; and the "Treasury of War Poetry," including works of Kipling, Galsworthy, Masefield, Henry Van Dyke, Alfred Noyes, Alan Seeger, Rupert Brooke, Vachel Lindsay, Josephine Preston Peabody, Robert Bridges, and many others.

A RECENT SUIT by an English publishing firm against a former employee charged with leaving its employ without giving due notice is not without interest to American publishers on account of the light it throws on the differences in salaries and in conditions generally here and in England. Simpkin, Marshall, Hamilton, Kent & Co. sued a clerk—a girl not yet of age and receiving 16s. a week—for £3 4s. damages, because after working for them for this salary for upwards of six months she left on only four days' notice to accept a position paying a pound a week—4s. more. According to the judge she left "for the sake of a little filthy lucre." Plaintiffs claimed to have been very seriously incommoded for a fortnight, and in their view defendant's behavior was contrary to all discipline. Business in large publishing houses like theirs, they maintained, could not be carried on if their lady clerks were allowed to behave as defendant had done. "Young lady clerks were now receiving very high wages and were frequently tempted away from employment for more money." The publishers' case against the girl rested on the fact that she had signed an agreement that she was a monthly servant and therefore should have given a month's notice. The court fined her £1 and 13s. "which would be a warning to young lady clerks."

BUSINESS NOTES

KINGSTON, N. Y.—The L. B. Van Wagener Company has filed a petition in bankruptcy.

MINNEAPOLIS, MINN.—The three publishing houses, Hauges Synod Book Dept., Red Wing, Minn., Lutheran Publishing House, Decorah, Iowa, and Augsburg Publishing House, Minneapolis, Minn., each representing one of three synods that united last June to form the Norwegian Lutheran Church of America, have been merged into one with the Augsburg Publishing House, Publishers, Importers, Printers and Binders, Dealers in English and Norwegian Books, 425-429 South 4th St., Minneapolis, as headquarters, and with the Lutheran Publishing House, Decorah, Iowa, as a branch.

SALINA, KAN.—The Montgomery Book & Stationery Company has increased its capital stock from \$4000 to \$8000.

SAULTE STE. MARIE, MICH.—Eugene J. Haller's book and stationery store which was partly destroyed by fire last winter has been remodeled and opened for business.

TORRINGTON, CONN.—The book, news and stationery store of Whalen & Cummings has been taken over by F. F. Clarke.

PICK-UPS

REAL SALESMANSHIP

"So that pretty canvasser sold you a book, eh?"

"No, she sold me a couple of smiles and threw the book in."—*Louisville Courier-Journal*.

THAT MODERN SEX CRAZE!

Furniture Salesman: "Any particular kind of bookcase, Madam?"

"Yes; one of those sexual ones."—*Puck*.

THE KAISER AND HIS 10,000 WAR BOOKS

If we were the Kaiser we wouldn't be so keen to collect all the books on the war published thruout the world. Must be like a condemned man in Sing Sing pasting up scrap books of the press clippings of his arrest and conviction!

AN OLD-FASHIONED OUTPOURING OF THE PUBLICITY DEPARTMENT

The following—vulgarity called "blurb"—has come to us from a publisher who seeks thereby to make sales for a \$1.50 volume of verse:

"About this Book. A book that flows with genius and dignity from start to finish. A classical work of the rarest type. It is refreshing to read after reading a decade of surface poetry. Written by a genius, who sails a 'U-boat' and goes to the bottom of the sea of poetry and gleans Jewels below the reach of Quixotic minds. It contains the rarest and best found in poetry. Not poetry of the mind but poetry of inspiration, soaring to a height and reaching to a depth not reached outside of inspiration. His diction is concise, bold and logical. One feels refreshed, satisfied, after its perusal. It has won a place on your library shelf.

"About the Author. The Poet was a farmer boy born in a log cabin in the dead of the winter with the howl of the wolf and the creak of the wind rocked boughs for his cradle songs. May be the sublime music of his cradle marked out the genius of his soul; and yet, has God not always picked His workers from the lowly? His schooldays failed to carry him beyond the high school. He was known as, 'The boy born with knowledge.' Seemingly without effort, he was always at the head. Began teaching country school at 18 and followed teaching many years. He is a keen and sarcastic debater. In his youth, stood physically and mentally perfect as compared to his fellow man."

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. Where not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n.d.]

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Fe. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in numerals,

Adams, Fs. A. American minute men of to-day; plans for national preparedness in all branches of service. N. Y., New York Commercial [20 Vesey St.]. c. 7+303 p. D \$1; pap. 50 c.

Presents national preparedness for peace through adequate preparedness for war. *Partial contents:* Submarines and their proper control; Organization of naval reserve; National control of labor; Mexican border defense; War plan for New York; Plan for permanent world peace. Author was lieutenant 14th N. Y. Infantry.

Allen, E: Fk., comp. Our national parks; comp. in co-operation with the Dept. of the Interior. [N. Y., Redfield-Kendrick-Odell Co.] c. '17 55 p. il. maps T gratis

Baker, Chauncey Brooke. Hand book of transportation by rail and commercial vessels. N. Y., G. U. Harvey. [n.d.] 6+131 p. S (Harvey military ser.) \$1

Contains information which members of Quartermaster Corps should master.

Baker, Orin Clarkson. Travelers' Aid Society in America; principles and methods; protection from danger and prevention of crime for travelers, especially young women, girls and boys traveling alone. N. Y., Funk & W. 157 p. D \$1 n.

History and methods of Travelers' Aid Society in America organized to protect travelers.

Barrow, Rev. I: The geometrical lectures of I: Barrow; tr. with notes and proofs and a discussion on the advance made therein on the work of his predecessors in the infinitesimal calculus by J. M. Child. Chic., Open Court. '16 14+218 p. il. front. figs. diagrs. D (Open Court ser. of classics of science and philosophy) \$1.25

Bartholomew, J: G: The advanced atlas of physical and political geography; a new series of maps specially designed for schools, colleges, and private students. N. Y., Oxford Univ. 31 p. 96 col. maps F \$3.75 n.

Beard, Frederica. Graded missionary education in the Church school; progressive plans of social service and missionary instruction for training pupils from four to eighteen years of age. Phil., Griffith & Rowland. [c. '17] 132 p. D 75 c. n.

Bennett, J: E: The law of titles to Indian lands. Oklahoma City, Okla., Harlow Pub. 21+408 p. 8° \$7.50

Blathwayt, Raymond. Through life and round the world; being the story of my life; with il. by Mortimer Menpes. N. Y., Dutton. 436 p. pls. pors. O \$3.50 n.

Gives a glimpse of author's career as a rather un-

conventional curate, a journalist, and traveler. Records his meetings with literary men and his journeys.

Boole, G: Collected logical works. v. 2, The laws of thought (1854). Chic., Open Court. '16 16+448 p. O \$3.50

Reproduction of 1854 original with index added. Same system of fundamental laws as in author's Mathematical analysis of logic, but with far wider range of applications.

Boutroux, Étienne Émile Marie. The contingency of the laws of nature; auth. tr. by Fred Rothwell. Chic., Open Court. '16 7+196 p. por. O \$1.50

Emphasizes facts that philosophy should be grounded on the sciences and in direct touch with realities of nature and that natural law should be considered a result rather than a principle and as such should give greater dignity to life. Was written as thesis for doctor's degree in 1874, and to-day is being discussed in philosophical circles.

Bovard, W: Sherman. Adults in the Sunday school; a field and a force. N. Y., Abingdon Press. [c. '17] 196 p. il. front. fig. D \$1 n.

Discusses Adult Bible Class movement and outlines work of adults in Sunday school.

Braddock, Gordon. Rex Kingdon on Storm Island; with 4 half-tone il. by C: L. Wrenn. N. Y., Hurst. 305 p. pls. D (Rex Kingdon ser.) 75 c.

Brigham, Carl Campbell. Two studies in mental tests: 1. Variable factors in the Binet tests; 2. The diagnostic value of some mental tests. Princeton, N. J., Psychological Review Co. ['17] 254 p. (5 p. bibl.) il. tabs. diagrs. 8° (Psychological monographs) pap. \$2.50

Broughton, L. N., and others. A concordance to the poems of Keats. Wash., D. C., Carnegie Inst. 458 p. il. 4° pap. \$7

Carnegie Institution. Dept. of Terrestrial Magnetism. Ocean magnetic observations 1905-1916; and Reports on special researches; by L. A. Bauer [and others]. Wash., D. C., The institution. 7+447 p. il. pls. figs. 4° (Publications) pap. \$10

Caton, T: Jasper. Caton scientific shorthand; specially adapted to professional reporting. Minneapolis, Minn., Scientific Pub. [c. '17] 144 p. 8° \$1.50

Clarke, Lydia. Physical training for the elementary schools; gymnastics, games, and rhythmic plays. Chic., B. H. Sanborn & Co. 6+415 p. il. front. music 12° \$1.60

Collver, Clinton Irving. How to analyze industrial securities. 1st ed. N. Y., Moody's Investors Service [35 Nassau St.]. c. 204 p. S. leath. \$2

Gives methods of industrial analysis as an aid to profitable investment and speculation.

Copeland, Melvin T., ed. Business statistics. Cambridge, Mass., Harvard Univ. c. 12+696 p. tabs. (part fold.) O (Harvard business studies) \$3.75 n.

Illustrates uses of statistics in business and the methods of obtaining them. Deals chiefly with statistics of mercantile and manufacturing business. Excludes financial and foreign trade statistics, except for casual reference. Editor is assistant professor of marketing and director of Bureau of Business Research, Harvard University.

Cordray, Ja. Michael. The millennium of peace and the uplift of the nations of the world for justice and equal liberty to all the people of the world. [Los Angeles, M. A. Cordray.] [c. '17] 18 p. il. 8° 50 c.

Cosy (The) corner painting and drawing book. N. Y., Hurst [354 Fourth Ave.]. [c. '17] no paging il. (part col.) obl. D bds. 35 c.

Coursey, Oscar W., comp. Winning orations; inter-collegiate contests, South Dakota. Mitchell, S. D., Educator Supply Co. [c. '17] 263 p. 12° \$1

Dalrymple, Leona. Kenny; il. by Jos. Pierre Nuytens. Chic., Reilly & Britton. 479 p. pls. D \$1.35 n.

Awakening of Kenny, Irish artist and dreamer, who has never grown up. His son, Brian, rebelling at the lawless, scatterbrained ways of his father, runs off for a walking trip after having asserted his right to shape his own life. Kenny starts in search of Brian but meets a fairy in gold brocade and decides to spend the summer at her farm-house. Winning and then losing of the fairy thru his first real sacrifice brings Kenny a newly-learned steadfastness.

Davidson, Edith B. The blowing away of Mr. Bushy Tail; pictures by Clara E. Atwood. N. Y., Hurst. [c. '10-'17] no paging col. pls. D 50 c.

Diderot, Denis. Diderot's early philosophical works; tr. and ed. by Marg. Jourdain. Chic., Open Court. '16 5+246 p. il. pls. pors. figs. D (Open Court ser. of classics of science and philosophy) \$1.25

Contents: Introduction; Philosophic thoughts; Letter on the blind; Addition to the Letter on the blind; Letter on the deaf and dumb; Notes; Appendix; Index.

Dutton, Emily Helen. Studies in Greek prepositional phrases, *διά, ἀπό, ἐκ, ἐκ, ἐν*. [Menasha, Wis., G. Banta Pub.] '16 9+211 p. 8° \$1.50 n.

Easy lessons in pencil tracing; nos. 1-2. N. Y., Hurst. [c. '17] no paging il. D bds. ea. 35 c.

Elmendorf, Theresa West [Mrs. H. Livingston Elmendorf], ed. Poetry, the complementary life; a selection made from the Open Shelf Rooms of the Buffalo Public Library; annotated. [Buffalo, N. Y., The library.] 37 p. O pap. 10 c.

Euwer, Anthony Henderson. The limeratomy; a compendium of universal knowledge for the more perfect understanding of the human machine; done in the limerick tongue and copiously visualized with illustrations by the perpetrator. N. Y., J. B. Pond. c. 96 p. D \$1

Every child's pencil tracing book. N. Y., Hurst. [c. '17] no paging il. obl. D bds. 50 c.

Ewart, J. S. Waiver distributed; among the departments election, estoppel, contract, release. Cambridge, Mass., Harvard Univ. 20+304 p. 8° \$2.50

Fisk, Eug. Lyman. Alcohol; its relation to human efficiency and longevity; auth. by the Life Extension Inst.; reviewed and criticized by members of the Hygiene Reference Board and approved by a majority. N. Y., Funk & W. c. 20+216 p. (10½ p. bibl.) il. pls. charts D \$1 n.

Presents investigation of evidence for and against use of alcohol based on life insurance statistics, laboratory tests, clinical observation, etc. Part of material has been published in *Atlantic Monthly*. Index. Author is medical director, Life Extension Institute, New York City.

Frederick, Fk. Forrest. A Roman alphabet and how to use it; a conventional Roman alphabet with full directions for its use in the lettering problems required in public, normal, art, and technical schools, and for the lettering problems which arise in the practice of architects, commercial illustrators, show-card writers, and sign painters. Trenton, N. J. [The author, W. State and Willow Sts.] c. 28 p. figs. O pap. 75 c.

Garey, Enoch Barton, and Ellis, Olin O. The junior Plattsburg manual; with more than 250 illustrations. N. Y., Century Co. c. 299 p. figs. O \$1.50 n.

Does for boys interested in military training or intending to attend a camp, what the well-known "Plattsburg Manual" by the same authors does for men. Takes up target practice, rifle exercises, scouting, camping, signaling, first aid, military courtesy, and contains some of same illustrations as preceding book, with numerous additions. Authors are regular officers in U. S. army and former instructors at Plattsburg.

Geary, Blanche. My family account book. N. Y., Woman's Press, 600 Lexington Ave. [n. d.] no paging obl. O 50 c.
A family ledger.

Giran, Étienne. A modern Job; an essay on the problem of evil; with introd. by Archdeacon Lilley; auth. tr. by Fred Rothwell. Chic., Open Court. '16 92 p. por. O 75 c.
A modernization of the life-drama of Job with its consideration of the problems of pain and evil.

Goldfrap, J. H. [Howard Payson, Wilbur Lawton, pseud.] The ocean wireless boys on war swept seas; with il. by Arth. O. Scott. N. Y., Hurst. [c. '17] 309 p. pls. D (Ocean wireless ser.) 50 c.

Gove, Jay A. Auction bridge crimes; a satirical arraignment of 20 common faults of our partners; with illustrative hands showing the nature of the offenses and their unfortunate results; all carefully indexed for quick reference; also a composite scoring table and the latest laws of the game. v. 1, Polite knavery. N. Y., Fenno. [c. '17] 196 p. tabs. diagrs. S \$1 n.
Originally contributed to Newark *Evening News*.

Greer, W. Allen. A boy on the plains and in the Rockies and other stories; il. by Blanche Greer; being an account of a boy's trip from Iowa to Pike's Peak and return in 1860. Bost. [Badger.] [c. '17] 172 p. pls. D \$1 n.

Hayward, Fk. Herb. Professionalism and

originality; with an appendix of suggestions bearing on professional, administrative, and educational topics. Chic., Open Court. [n. d.] 15+259 p. O \$1.75 n.

Contrast between the conventional or "professional" man, and the creative or "original" man. Suggestions given for professional and national efficiency.

Herz, Eug. Controlling profits; simplified efficiency methods in store record keeping. Chic., Laird & Lee. [c. '17] 103 p. forms 8° \$1

Hill, Laurence S., comp. Syllabus and manual of physical training for public schools. Rev. ed. Albany, N. Y., N. Y. Educ. Co. 6+241 p. il. diagrs. 8° \$1.25

Holland, Rupert Sargent. Historic girlhoods; (part one). [New ed.] Phil., Jacobs. [c. '10] 151 p. il. pls. D (Historic ser. for young people) 75 c. n.

A new edition of the Historic series, each of the volumes being divided into two parts and printed from the same plates with the same illustrations. *Contents:* Saint Catherine; Joan of Arc; Vittoria Colonna; Catherine de' Medici; Lady Jane Gray; Mary Queen of Scots; Pocahontas; Priscilla Alden; Catherine the Great; Fanny Burney.

Holt, Luther Emmett. The care and feeding of children; a catechism for the use of mothers and children's nurses. 8th ed., rev. and enl. N. Y., Appleton. 215+8 p. 16° 85 c.

Hughes, C: H. Handbook of ship calculations, construction and operation; a book of reference for shipowners, ship officers, ship and engine draughtsmen, marine engineers, and others engaged in the building and operating of ships. N. Y., Appleton. c. 24+740 p. figs. tabs. diagrs. D \$5 n.

Furnishes practical data for every-day reference. Theoretical calculations are omitted. Index. Author is naval architect and engineer.

Jamison, E. M., and others. Italy mediaeval and modern; a history. [N. Y., Oxford Univ.] 8+564 p. (7½ p. bibl.) maps geneal. tabs. D \$2.90 n.

Covers political and ecclesiastical history of Italy and calls attention to achievements of Italian spirit in art, philosophy and science.

Jap Herron; a novel written from the ouija board; with an introd.: The coming of Jap Herron. N. Y., Kennerley. c. 230 p. por. D \$1.50

Novel supposed to have been communicated from Mark Twain via the ouija board. Shows the evolution of a waif, Jap Herron thru his apprenticeship in Ellis Hinton's newspaper office in a small western town. Jap and his friend Bill work up from "printers' devils" to editors of the paper after the death of their benefactor, Ellis. Just when Jap is engaged to the belle of Bloomtown his old degraded mother appears, but this and other handicaps fail to keep Jap from the mayorship and happiness.

Jericho, Vt. Historical Committee. The history of Jericho, Vermont; ed. by Chauncey H. Hayden, Luther C. Stevens, La Fayette Wilbur, Rev. S. H. Barnum. [Burlington, Vt., Free Press Pr.] ['16] 4+665 p. il. pls. pors. fold. maps 8° leath. \$7

John, Saint. The love letters of St. John. N. Y., Kennerley. c. 155 p. D \$1.25

Humanity of a saint, expressed in love letters attributed to Saint John, and Antione, one of the Greek hetæra.

Jolly times pencil tracing book. N. Y., Hurst.

[c. '17] no paging il. (part col.) obl. D bds. 50 c.

Kandel, I: Leon. Federal aid for vocational education; a report to the Carnegie Foundation for the Advancement of Teaching. N. Y. [The foundation, 576 Fifth Ave.] [n. d.] 6+127 p. tabs. Q (Bulletin) pap. gratis

Kelly, Russell A. Kelly of the foreign legion; letters; to which is added an historical sketch of the foreign legion. N. Y., Kennerley. c. 13+145 p. il. pls. pors. D \$1

Letters of a young American volunteer to the Foreign Legion, some of which were originally published in *New York Evening Sun*.

Kindelan, Jos. The trackman's helper; a hand book for track foremen, supervisors and engineers; 1917 ed., rev. and enl. by R: T. Dana and A. F. Trimble; after the original as rev. by F. A. Smith, F. R. Coates and Jerry Sullivan. N. Y., Clark Bk. Co. c. 410 p. il. figs. S \$2 n.

Gives the man on the track practical results of author's observation and study of track work on the railroads of the U. S. for past twenty years.

Lad (The) and lassie painting book. N. Y., Hurst. [c. '17] no paging il. obl. D bds. 35 c.

Linn, Paul H., D.D., comp. How God made the master singer; a Bible reading. Bost., Badger. c. 32 p. S bds. 50 c. n.

Bible reading on life of David.

McKenzie, J. Hewat. Spirit intercourse; its theory and practice. N. Y., Kennerley. c. 7+295 p. il. pls. figs. tabs. D \$1.50 n.

Evidence by an English authority of the continuity of life beyond death, with a description of psychical phenomena including the first steps in the science of spirit intercourse.

Manchester, Raymond Earl. A child's book of verses. Menasha, Wis., G. Banta Pub. [c. '17] 15 l. 12° 25 c.

Marcosson, I: F: The rebirth of Russia. N. Y., J: Lane. c. 208 p. il. pls. pors. facsm. D \$1.25 n.

Frankly journalistic account of the Russian Revolution of this spring. Author, a well-known journalist, was one of the first Americans to reach Petrograd after the event. From personal interviews and his own experience he has written of the forces at work, the leaders and the events themselves.

Meyer, Rev. F: Brotherton. Through the Bible day by day; a devotional commentary; arranged for daily reading, with book introductions, outlines and review questions; il. from paintings by modern artists. v. 3, Job to Ecclesiastes. Phil., Am. Sunday Sch. Union. [c. '17] 202 p. pls. S 50 c. n. bxd.

Miller, Jos. Dana, ed. Single tax year book; (quinquennial); the history, principles and application of the single tax philosophy. N. Y., Single Tax Review Pub. [150 Nassau St.] 17+466 p. (11¾ p. bibl.) tabs. O \$2.50 n.

Presents progress of Single Tax movement in various countries and forms a supplement to the writings and work of Henry George. Contains questions and answers, and list of Single Tax organizations.

Moss, Maj. Ja. Alfr. Peace and war duties of the enlisted man. Menasha, Wis., G. Banta Pub. c. 139 p. il. figs. tabs. T 50 c.

Partial contents: Field orders; Scouting and pa-

trolling; Care of health; First aid; Rules of land warfare. Author has had twenty-three years' experience in training men.

My green painting and drawing book for playtime [with crayons]. N. Y., Hurst. [c. '17] no paging il. (part col.) obl. D bds. 50 c. bxd.

My yellow painting and drawing book to pass happy hours [with crayons]. N. Y., Hurst. [c. '17] no paging il. (part col.) obl. D bds. 50 c. bxd.

Newark, N. J. Free Public Library. 1600 business books; arranged by authors, by titles and by subjects; comp. by Sarah B. Ball, under the supervision of J. Cotton Dana; 2d ed., rev. and enl. to 2100 titles by L. H. Morley and S. H. Powell. White Plains, N. Y., H. W. Wilson. c. 232 p. Q \$1.50

Publishers and prices have been added besides additional titles.

Norton, Franklin Pierce. *Whose wife?*; a drama. N. Y., Schulte Press. [c. '17] 40 p. Q pap. 40 c. n.

Petersson, C. E. W. *How to do business with Russia*; hints and advice to business men dealing with Russia; with notes and additional chapters by W. Barnes Stevini; and a foreword by C. E. Musgrave. N. Y., Pitman. [n. d.] 18+202 p. col. fold. map tabs. O \$2.25

Points out difference in conditions between Russia and western Europe and methods to be used in carrying on trade with Russia. Districts of Russia considered separately. Information given as to how to increase British exports to Russia, banking facilities in Russia, conditions of credit, etc. Author was a merchant of Petrograd and Riga.

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INDEX TO ADVERTISERS

| | PAGE |
|-----------------------------------|---------|
| Altemus, Henry, Co. | 508 |
| American News Co. | 508-10 |
| Baker's Great Bookshop | 507 |
| Book Manufacturing | 499-500 |
| Book-Trade Specialties | 500 |
| Books for Sale..... | 507 |
| Books Wanted | 501-507 |
| Brassil, D. S. | 508 |
| Cazenove (C.D.) & Son..... | 507 |
| Classified Advertising | 499-507 |
| Crowell (T. Y.) Co. | 508 |
| For Sale | 507 |
| George, Henry | 508 |
| Help Wanted | 507 |
| Holt (Henry) & Co. | 512 |
| Ideal Book Mailing Corner Co..... | 508 |
| Jacobs, George W., Co..... | 477 |
| Lane, John Co. | 475 |
| Little, Brown & Co..... | 480 |
| Longmans, Green & Co..... | 479 |
| Military Publishing Co. | 509 |
| Nelson, Thomas, & Son..... | 511 |
| Reilly & Britton Co. | 474 |
| Remainders | 507 |
| Scribner's Sons (Charles)..... | 473 |
| Situations Wanted | 507 |
| Small, Maynard & Co..... | 478 |
| Special Notices | 507 |
| Stokes, Frederick A., Co..... | 476 |
| Tapley (J. F.) Co. | 508 |
| Vail-Ballou Co. | 510 |
| Wycil & Company..... | 507 |

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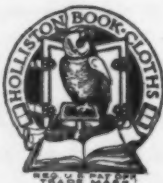
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Doctor of the Old School, Maclaren, illus. Gordon,
N. Y., 1895.

Brown Book Shop, Madison, Wis.

Historians History World, Mor.
Crockett's Black Douglas.
Brann's Iconoclast, 2 vols.
Cohn's Organic and Inorganic Chemistry.

Bryant & Douglas, 922 Grand Av., Kansas City, Mo.
Rawson, Life Understood.

The Burnham Antique Book Store, 54-56 Cornhill,
Boston, Mass. [Cash.]

Freeman's Norman Conquest, vol. 6, Macmillan's
American ed.

Lucky's England, vols. 3 and 4.
Herndon's Lincoln, vol. 1, Appleton, 1892.
Merivale's Rome, vols. 3 and 4, Appleton, 1864.

The Burrows Brothers Co., 633-639 Euclid Av.,
Cleveland, O.

Butterflies and Moths of the United Kingdom, Kirby.
Moody's Manual (containing list banks) for 1916.

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John Byrne & Co., 715 14th St., N. W., Washington,
[Cash.]

Book of Knowledge, 20 vols.
Bryan, W. J., The Causeless War and Its Lessons
for Us, 1915.
Rockhill, W. W., Treaties and Conventions, 1894-
1904.

The Cadmus Book Shop, 133 W. 33d St., New York.
Leadbeater, To Those Who Mourn.

Campion & Co., 1316 Walnut St., Philadelphia.
The Pendletons.
The Pendletonians.
On the Branch, Pierre Le Coulevain.
Behind the Veil of the Russian Court, Vaselli.
Sir Francis Edw. Younghusband, An Account of His
Visit to Tibet.
Dr. Jameson's Raiders, Richard Harding Davis, 1st
ed.
With the Allies, Richard Harding Davis, 1st ed.

Central Book Co., 93 Nassau St., New York.
Hening's Statutes of Va., vols. 1, 2, 3, 6 and 7.
Street's Foundation of Legal Liability, vol. 1 only.
Bunker's Cases Negotiable Instruments.
Law Text and Case Books.
Territorial Session Laws and Compilations of the
Colonies and Different States.

W. R. Chambers, McGavock Block, Nashville, Tenn.
[Cash.]

Napoleon's Letters to Jos. Bonaparte.
Century Encyc. of Names, last ed., 1 vol.
Practical Education, Maria and R. Edgeworth.
Memoirs of Richard Edgeworth.
Life of Alfred the Great.

W. G. Chapman, 118 N. LaSalle St., Chicago.
Long, The Making of Zimri Bunker.
Elliott, The Grouse.
Elliott, The Felidae, or Cats.
Webber, Old Hicks the Guide.

The Arthur H. Clark Co., Caxton Bldg., Cleveland, O.

Journal of Accountancy, vol. 1 to 1909.
Journal of Geology, vols. 1 to 21.
Polk's Diary During His Presidency, 4 vols.
Talbot, Bibliography on Employers and Employed.
Lawrence, Visitation and Search.
North American Review, vols. 1 to 142; 144; 145;
152 to date; vols. 1 to 128; 130 to 149; 153 to 155;
158 to 163; 165 to 177.
Brown, J. H., Political History of Oregon.
Lyman's Hist. of Oregon, 4 vols.
Lewis & Dryden, Marine History of Pacific N. W.

College Book Store, Columbus, O.
Babcock, Diseases of the Heart, 3d ed.

**The College Book Store, Lagonda Bank Bldg.,
Springfield, O.**
Merry Wives of London.
Treasury of David, Spurgeon.
Outlines of Sociology, Blackmar & Gillian. 20 copies.

**Columbia University Press Bookstore, 2960 Broad-
way, New York.**
Reed, Principles of Design.
Anderson, Renaissance Architecture.

Conder's Bookstore, 114 E. 59th St., New York.
Catholic Encyclopædia, cloth.
Borrow's Bible in Spain, 3 vols.
Christie's Traditional Ballads.
Prime's Owl Creek Letters.
Warren Evans's Primitive Christianity.
Memoirs of Russian Musical Composers.
Hotten's Original Lists of Emigrants, half mor.
Hart's Psychology of Insanity.

**Connor's Bookstore, 232 Meridian St., E. Boston,
Mass.**
Davis, Mammalian Anatomy.

Connor's Bookstore—Continued

The Green Carnation.
Strange Scenes, Randolph Mason.
Hist. Magic and Magicians, Books on Magicians and
Their Work.

H. S. Crocker Co., 565-571 Market St., San Francisco.
H. Gathmann's American Soaps, second-hand copy.
K. Banning, Squire's Recipes, pub. Brotherhood of
the Book.

Dartmouth College Library, Hanover, N. H.
Sienkiewicz, Yanko the Musician.
Valdes, Maximina.
Verga, Under the Shadow of Etna.

Davis' Bookstore, 47 Vesey St., New York.
Adventures of Fausiblas, vol. 2 only.

Denholm & McKay Co., Worcester, Mass.
Science and Health, Eddy, 1885 or earlier eds.

**Dennen's Book Shop, 19 E. Grand River Av., Detroit,
Mich.**
A. D. 2000.

Dixie Book Shop, 41 Liberty St., New York.
A B C of Wall Street, 6 copies.
Obsolete Securities, either vol.
Western Union Code, Universal ed.
Martindale on Abstract of Titles, 1890.

L. S. Donaldson Co., Book Dept., Minneapolis, Minn.
International Cyclopaedia.
Jingle and Joys for Boys and Girls.

John B. Dorman, Polk Bldg., Des Moines, Ia.
Stoddard's Lectures.
History of Nations, 25 vols.
Larned's History for R. R., 8 vols.
Garnett and Gosse's English Lit., 4 vols.
Stedman's Library of American Lit., 11 vols.

Chas. H. Dressel, 552 Broad St., Newark, N. J.
Daktyloskopie, Kamillo Windt.
Decipherment of Blurred Finger Prints, Francis Galt.
Finger Print Directories, Francis Galt.
Jean Vucetich, His Books.

E. P. Dutton & Co., 681 5th Av., New York.
Baker and Ross, Voice of the Mountains.
Bocher, M., Eighteenth Century French Prints.
Coulevain, The Unknown Isle.
Dexter, Life of Heine, Holt.
Finot, Race Prejudice.
Hill, History of English Dress, 2 vols.
Hope, Costume of the Ancients, 2 vols.
Munsell, Collections on the History of Albany, vol.
4, 1871.
Ober, Crusoe's Island, Doran.
Scharf, J. T., History of Westchester County, 2 vols.,
Philadelphia, 1886.
Scott, Sir Walter, Waverley, 2 vols., New York,
1814.
Spiess, History of Johann Faustus.

Paul Elder & Co., 239 Grant Av., San Francisco, Cal.
Essays on Petrarch, T. H. Reardon.

Geo. Engelke, 855 N. Clark St., Chicago, Ill.
[Cash.]

O. Higgins, Smoke Eaters.
Geography of the Heavens, with animals, illus.
Drugless Medicine, S. W. Dodds.
Barnegat & Berry, History of Astronomy.

**Foster Book & Cigar Co., 410 Washington Av.,
St. Louis, Mo.**

Cheyne, Introduction to the Book of Isaiah,
Cheyne, Prophecies of Isaiah.
Duhm, Isia (German).

Fowler Brothers, 747 S. Broadway, Los Angeles, Cal.
True History of Mental Science.
Trip to Alaska, Wardman.
Tubby, Orthopedic Surgery, 2 vols.

The Franklin Bookshop, 920 Walnut St., Philadelphia.
Schoolcraft's Indian Tribes, vol. 5.
N. Y. Senate Rept. No. 49 on Sanitary Cond. N. Y.
City, Mather Lewellen, Feb. 3, 1859, 2 copies

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Faust, German Element.
Benton's Twenty Years in Senate.
Rothenham Bible.
Lee's Checker Guide.

J. Gardner, 18 Broughton St. E., Savannah, Ga.

The Book of the Signers, containing facsimiles, letters of the signers of the Declaration of Independence, 61 engravings of their residences, Wm. Brotherhead, Phila., 1861.

C. Gerhardt, 25 W. 42d St., New York.

Brunet, Manuel du Libraire.

The J. K. Gill Co., Portland, Ore.

Hines' Missionary History of the Northwest.
Hines' Early History of Oregon.
New Hygiene, a drugless remedy for the treatment of all diseases, the promotion of health and longevity, James W. Wilson, pub. in 1893 by the Howard & Wilson Publishing Co., any edition.
Carl Schurz Memoirs, 3 vols., originally published by Doubleday, Page & Co.
Great Work.
Harmonics of Evolution.
Great Psychological Crime.
Any binding will do.

Gittmans' Book Shop, 375 King St., Charleston, S. C.

Cheiro, the Language of the Hand.
Gilbert Parker, Quebec.
Gregg, History of Old Cheraws.

Goldman's Book Store, 424 S. Dearborn St., Chicago.

Chemistry of Essential Oils, Parry.
Dictionary of Chemistry.
Power of Will, Haddock.
Science and Health, Eddy.
Shakespeare complete in 1 vol., MacKay.
The World Machine, Carl Snyder.

Goodspeed's Book Shop, 5A Park St., Boston.

Cassell, Cyclopædia of Photography, ed. Jones, London, 1912.
Webster, Complete works, 18 vols., Little, Brown.
Banning, Kendall, Copy, Chicago, 1910.
Brown, A. G., Speeches, etc., ed. McCluskey, 1859.
Channing, Early Recoll. Newport.
Crosby, Early Coins of America, Bost., 1875.
Kipling, vol. 18, Scribner ed.
Pringle, J. F., Lunenburg History, 1890.
Simmons, J. F., Rural Lyrics; Welded Link, Lippincott, ca. 1884.
Schuyler Kate, Godchild of Washington.
Watson, Elkanah, Men and Times of Revol.
Genealogies:
Fitts, Descend. of Robert of Salisbury, 1869.
Fitts, Clinton, 1869.
Ten Broeck, 1897.

Grant's Book Shop, 127-129 Genesee St., Utica, N. Y.

Blanchan, Bird Neighbors, Doubleday.

Benj. F. Gravely, Martinsville, Va.

Editions of Latin authors, leather preferably, any date, especially Cicero, Pliny, Caesar, Seneca, Horace, Ovid, Plautus, Terence, Juvenal, Quintilian.

Hall's Book Shop, 384-390 Boylston St., Boston, Mass.

Satham, Privateers and Privateering.
Pyle, Manual of Personal Hygiene.

Harper & Brothers, Franklin Sq., New York.

Vatican Decrees, Wm. E. Gladstone, 2 copies.
Studies of the Gods in Greece, L. Dyer.

The Harrison Co., Atlanta, Ga.

Rawles on Federal Constitution.

Robert H. Hay, 1527 Irwin Av., N.S., Pittsburgh, Pa.

Book of St. Nicholas, N. Y., 1836.
Mate of the Daylight, Jewett, 1st ed.
The Wehr Wolf, Reynolds.
Any scarce Hawthorne items, in book or magazine form.

Charles F. Heartman, 36 Lexington Av., New York.

Pamphlets, Sermons, etc., before 1820, with reference to the American Stage.
Dickens in original parts, early American editions only.

In Olden Time, monthly publication, 1846-8, complete sets and odd vols.

Western Periodicals before 1850.

History of the U. S. for 1796.

Callender, Sketches of the History of America, 1798.

Hamilton, Observations on Certain Documents.

A Letter to Alexander Hamilton, 1800.

Hamilton-Burr-Jefferson-Cheetham-Adams-Wood pamphlets.

Weatherwise Almanac, 1780-81.

Books with American engraved Portraits prior to 1783.

Filson's Kentucky.

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Song books printed in the South during the Confederacy.

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Flint's Memoir of Boone, 1837.

Life of Daniel Boone, 1823 and 1824 and 1825.

Boston Massacre Orations, original editions only.

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John Brown Pamphlets.

Wilkinson Burr Pamphlets.

Western Insurrection Pamphlets.

Nachrichten von Californien, 1772.

Confederate statutes and laws.

Biographical sketch of Michael Cresap, 1826.

David Crockett, Pamphlets.

Vicar of Wakefield, Philadelphia, 1772.

Beck (not Peck) *Illinois Gazetteer*.

Long's Expedition.

The same, Atlas only.

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Miller's New States and Territories, 1819 and later.

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Historical printing club Brooklyn, runs and single numbers.

New England Mississippi Land Co. pamphlets.

California Land Companies, pamphlets.

Heartman, Phillis Wheatley Bibliography.

Heartman's Historical Series nos. 21, 25, 26, 27, 17.

15 Dollars paid for Heartman's Historical Series no. 12, ordinary paper.

25 Dollars each paid for Japan paper copies of Heartman's Historical Series nos. 12, 17, 4.

Heartman's Bibliographica Americana, vol. 1.

Books and Pamphlets printed in or relating to Long Island prior to 1849.

Stauffer, American Engravers, 2 vols.

Trevelyan, American Revolution, 6 vols.

New England Primer Prior to 1830; \$2.00 paid for bibliographical description of any not in my checklist.

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 Taylor, Voyage to North America, 1771.
 Invitation serieuse aux Habitants des Illinois, 1772.
 William Biggs, Narrative, 1826.
 Cramer, Ohio and Mississippi Navigator, 1801 and 1804.
 Schultz, Travels, 1810.

E. Higgins Co., Milwaukee, Wis.

Grote's Greece, 10 or more vols.; must be large type ed., cloth, gilt tops; quote price.

Himebaugh & Browne, Inc., 471 5th Av., New York.

Gay King Charles II, Dorothy Senior.
 Life of Abbé de Chaisy, d'Olivet, English copy.
 Princesses and Queens of England, Mary Sanders.
 Regent of the Rans (Life of Marguerite de Valois).
 Sarah Tyler's Musical Composers and Their Works.

Hochschild, Kohn & Co., Howard and Lexington Sts., Baltimore, Md.

Behind the Veil of the Russian Court.
 The Recording Angel, Cora Harris; 35 cents paid.

W. B. Hodby's Olde Booke Shoppe, 624 Penn Av., Pittsburgh, Pa.

Black Douglass, S. R. Crockett.
 Natural Hygiene, H. Lahman.

Paul B. Hoeber, 67 E. 59th St., New York.

Wells, Door in the Wall.

C. S. Hook, Box 446, Staunton, Va. [Cash.]

Early House and Senate Journals, all States.
 Acts, Laws and Compilations, all States.
 Digests, Revisals and Statutes, all States.
 Constitutional Conventions, all States.
 No U. S. Laws or Acts of Congress wanted.

Hunter & Co., Inc., 629 E. Broad St., Richmond, Va.

World's Work, Nov., 1909.

G. A. Jackson, 8 Pemberton Sq., Boston.

U. S. Reports, all single vols.; Dallas, vol. 4; Cranch, 3, 8, 9; U. S., 165, 186 to 202, 204 to 221, 230 to 242.

Hall N. Jackson, 719 Vine St., Cincinnati, O.

Sutton's Volumetric Analysis, latest ed.

Frye & Rigg's Northwest Flora.

J. H. Jansen, 323 Caxton Bldg., Cleveland, O.

Triggs, Garden Design in Italy.

Brandon, Analysis of Gothic Architecture.

Anton I. Jansky, 19 E. Adams St., Chicago.

Underwood, Book of Masques.

E. W. Johnson, 10 W. 28th St., New York.

Rashdall, Universities Europe Middle Ages, 2 vols.
 Aldrich, Arctic Alaska and Siberia, 1890.
 "9099," Hopper, Doubleday, Page.
 Genealogy Denison Family of Saybrook, Ct.
 Hartman, Japanese Art, Page, Baton.
 Family Letters of D. G. Rossetti, 2 vols.

Johnson's Bookstore, 391 Main St., Springfield, Mass.

Barbara's History, Amelie Edwards, pub. George Monroe's Sons; 25c.
 Carlo, by Frost.

George I. Jones, 202 E. Clark St., Chicago.

Banking Law Journal, vols. 1 to 27.
 Preston on Estates.
 Preston on Abstracts.
 Humphrey's Precedents, 2 vols.
 Swan, Practise and Precedents, 2 vols.
 Chaplin, Suspension of the Power of Alienation.
 Pearne on Remainders, 2 vols., 1845.

The Edward P. Judd Co., P. O. Drawer 210A, New Haven, Ct.

Munson, Phrase Book of Practical Phonography.

The Korner & Wood Co., 737 Euclid Av., Cleveland, O.

Paul Lacroix, Manner, Customs and Dress of the Middle Ages.

Lancaster Stationery Co., 348 Woolworth Bldg., Lancaster, Pa.

Hazlett's Essays.

Lincoln's Works, 10 vols. preferred.

Das Nationale System der Politischen Oekonomie, Eng. trans., 6th ed., 1877, Friederich List.
 Elemente der Staatskunst, Adam Muller, Eng. trans.

Charles E. Lauriat Co., 385 Washington St., Boston.

Lindsley's Elements of Tachygraphy, any issue between 4th and 12th eds.

The Man of Stair, Marjorie Bowen.

Weber's Theory of Musical Composition, trans. J. F. Warner.

As It Is To Be, Cora L. Daniels, Little, Brown.

Writing Tables of the 20th Cent., Matthews, Brentano.

Camoens: His Life and His Lucids, Sir Richard Burton, London, 1880.

Astrological Books by Cooper, Ashmond, Sibley.

Lester Book & Stationery Co., 70 N. Broad St., Atlanta, Ga.

Mimpriess-Greswell, Harmony of Gospels.

Layman's Breviary, Roberts Bros., Boston.

Tischendorf's New Testament, Tauchnitz ed.

N. Liebschutz, 226 W. Jefferson St., Louisville, Ky.

W. Benton, Logic of Style.

Frederick Loeser & Co., Brooklyn, N. Y.

Works Francis Rabelai, 5 vols., cloth, pub. Giddings, London, set.

The Lord & Taylor Book Shop, 5th Av. and 39th St., New York.

Thompson, Life of Eugene Field, Scribner.

Loring, Short & Harmon, Portland, Me.

Poper as It Was and as It Is, Hogan, Hanford, 1854.

Lowdermilk & Co., Washington, D. C.

Dandridge, Historic Shepardstown.

Miller, Gardener's Dictionary, 3 vols., 1748.

Smith, Story of Georgia and Georgians.

Trollope, Anthony, Works, set.

Legends of the Black Watch.

Hyde, Love Songs of Connaught.

Gould, Military and Anthropological Statistics of American Soldiers.

Perkins, Plane Trigonometry and Surveying.

Verne, Jules, Works, ed. Horne, 15 vols., set.

Bourke, On the Border with Crook.

Democratic Convention Proceedings, 1872, 1880, 1912, 1916.

Lowman & Hanford, Seattle, Wash.

World's Great Pictures, illus., Cassell publication; new copy, \$3.50.

Macauley Bros., 78 Library Av., Detroit, Mich.

Book of David Crockett, Frank Mayo.

Lost Language of Symbolism, Bayley, in 2 vols.

McDevitt-Wilson's, Inc., 30 Church St., New York.

Kipling's Works, Outward Bound ed., 4 copies.

Sybel, The Founding of the German Empire, 7 vols. Florida Fancies.

Richards, Five Minute Stories.

Joseph McDonough Co., 58 S. Pearl St., Albany, N. Y.

Aquatic Microscopy, A. C. Stokes.

Isis Unveiled, H. P. Blavatsky, N. Y., 1877.

R. H. Macy & Co., Herald Sq., New York.

Uncooked Foods, Christian.

Madison Book Store, 61 E. 59th St., New York.

Brann's Logarithmic, 7-place tables.

Arithmetical Short Cuts.

Harper's Dog Breeding and Dog Keeping.

Appleton Morgan, The Morgan Family.

Henry Malkan, 42 Broadway, New York.

Smith, Greek and Roman Antiquities, Little, Brown, 1907.

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Smith, Geography, 1904.
 Spitta, Microscope, 2d ed., rev.
 Chamberlain, Japanese Poetry.
 Palgrave, Treasury of Sacred Songs.
 Rose of Love Farm, 2 copies.
 Code of Commercial Nomenclature.
 Earle, Old Fashioned Gardens.
 Mencken, Book of Verse.
 Besant, Thought Power.
 Hamilton, Alexander, Works, Constitutional ed., 3 vols. (?)
 Hall, Three Acres and Liberty.
 Rideal, Disinfection and Preservation of Foods.
 Fisher, Hawks and Owls.
 Audubon's Quadrupeds, pts. 5, 10, 13, quarto ed.
 Jones, Thlinget Indians of Alaska.

Maruzen Co., Ltd., 11 Nihonbashi Tori-Sanchome, Tokyo, Japan.

Archives Internationale de Pharmacologie et de Therapie, vols. 1 to 25.
 Zeitschrift f. Allgemeine Physiologie, vols. 1 to 17.
 Pflünger, Archives f. d. Gesamte Physiologie des Menschen u. d. Thiere, vols. 1 to 157, with Index to 1/10.

The Mercantile Library, 10th St., above Chestnut, Philadelphia.

Plays and Poems, George H. Boker, 2 vols.

The Methodist Book Concern, 730-40 N. Rush St., Chicago, Ill.

India and Christian Opportunity, H. P. Beach Stud., vol. Mvt.
 McNeill, J., Even So, Come, Revell.
 Ellis, J., Stems and Twigs, Doran.
 Masterman, J. E. B., Challenge of Christ, Doran.
 Peters, M. H., Theocratic Kingdom, 3 vols., Funk & Wagnalls.
 Dillon, The Skeptics of the Old Testament.
 McCrie, Public Worship of Presbyterian Scotland.
 Preachers of To-day Series:
 Selby, Commonwealth of the Redeemed, Doran.
 McNutt, The Inevitable Christ, Doran.
 Joynt, Message of the Church, Doran.
 Field, Mystics and Saints of Islam, 1910, Griffiths.
 Coleridge, Return of the King, Benziger.
 Cumine, The Messiah, J. & J. Bennett.
 Hicks, St. Paul and Hellenism, 1896, Heffer.
 Hogg, Epistle Paul to Thessalonians, Pickering & Inglis.
 Addis, Religion of Israel, N. Y., 1905.
 Maspero, Passing of the Empires, App., 1900.
 Buttenweiser, Neo-Hebraic Apocalyptic Literature, 1901.
 McNie, Zoroastrianism, London, 1915.
 Works of Prof. Elihu Thompson.
 Rev. L. Rosser, Recognition in Heaven.

George M. Millard, 1651 Huntington Drive, South Pasadena, Cal.

Joaquin Miller, Specimens, 1st ed.
 Joaquin Miller, Pacific Poems, 1st ed.
 Joaquin Miller, Olive Leaves, 1st ed.
 Joaquin Miller, Joaquin et al., 1st ed., 1869.
 Aldrich, Two Bites at a Cherry, 1st ed., 1894.
 Kelmscott Press, The Earthly Paradise, 8 vols.
 Kelmscott Press, Shelley, 3 vols.
 Kelmscott Press, Sire Degraunt.
 Kelmscott Press, any other vols.
 Doves Press, Anthonie and Cleopatra.
 Doves Press, Venus and Adonis.
 Doves Press, any other vols.

H. A. Moos, 331 W. Commerce St., San Antonio, Tex.
 The Genius, Theodore Dreiser.

N. Y. Medical Book Co., 45 E. 42d St., New York.
 Proceedings of the American Railway Master Mechanics' Association, 1912 and 1913.

New York State Library, Albany, N. Y.
 Spears, J. R., History of Our Navy, vol. 5.

Newbegin's, San Francisco, Cal.
 Catlin, Yellow Pine Basin.
 Just for Two.

Newbegin's—Continued

Songs from Bohemia.
 Marriotte, Davenport, 2 copies.
 Marriotte, Now.
 Edward Bausch's Manipulation of the Microscope.
 Rawson's Life Understood.

The Norman, Remington Co., 308 N. Charles St., Baltimore, Md.

Jennings, Ecclesia Anglicana, Whittaker.
 McConnell, Hist. Amer. Episcopal Church, Whittaker.
 Southey, Bk. of Church, Cleaudos Classics, Warne.
 Christopher Gist's Journal with notes by Wm. M. Darlington, Pittsburgh, 1893.
 Hulbert, Historic Highways of Am., Clark Co.
 Smith & Sayer, Chaldean Account of Genesis.
 Ellis, 19th Century, Sherman, French.
 Dods & Nicoll, Guide to Theological Literature.
 Kelsey, Latin and Greek in Amer. ed.
 Appleton, Pract. Suggestions on Direct Teaching of Latin.

Holmes, Caesar's Conquest of Gaul.
 Nettleship, Suggestions for Study of Virgil.
 Comporetti, Virgil in Middle Ages.
 Man, Kelsey, Pompeii.
 Kelsey, Fifty Topics in Roman Antiquities.
 Ellwanger, Gardin's Story.

T. Perkins, Box 38, Salem, Mass.

Ade, George, any books by.
 Day, Holman, any books by.
 Dealers' catalogs.

N. A. Phemister Co., 42 Broadway, New York.

Archbald, Pleading and Evidence in Criminal Cases, 1877, 8th American ed., 2 vols.

Philadelphia Book Co., 17 S. 9th St., Philadelphia.

Meyers, Human Personality, 2 vols.
 The Engineer, London, Sept. 8, 15, 1916, 6 copies.

The Pilgrim Press, 14 Beacon St., Boston, Mass.
 Earliest Gospel, Menzie.

Charles H. Platz, Albany, N. Y.

Bryce, Report on Belgian Atrocities.
 Malan, Other Famous Homes, blue cloth.
 Scribner's Music Library, with case.

Fred E. Pond, 1900 Broadway, New York.

Morning Glory (annual), 1853.
 Pearls of American Poetry, G. Mapleson.
 Colman's Monthly Miscellany, 1839.
 Dumas' Genevieve, Herbert trans.
 Sue's John Cavalier, Herbert trans.

Pownner's Book Store, 33-37 N. Clark St., Chicago, Ill.

Reminiscences of Senator W. M. Stewart, ed. G. R. Brown.
 The Life of Marcus Alonzo Hanna, Croley.
 An Old-Fashioned Senator, Orville H. Platt of Conn., Louis A. Coolidge.

Presbyterian Board of Publication, San Francisco, Cal.

Grutzmacher, The Virgin Birth.
 Phillips, Mr. Scraggs.
 Syllabus of Errors, by Pope Pius IX, English trans.

Public Library, Schenectady, N. Y.

Holmes, Life of Mozart, Harper.

The Rare Book Shop, 813 17th St., N.W., Washington, D. C.

Richardson, Clarissa Harlow, complete.
 Weigall, Life of Akhnaton.
 Dunlap, Early Amer. Painting.
 Tarot of the Bohemians.
 Casanova's Works in English.

Peter Reilly, 133 N. 13th St., Philadelphia, Pa.

Carberry, Passionate Hearts, Funk & Wagnalls.
 Carberry, In the Celtic Past, Funk & Wagnalls.
 Dugby, Ages of Faith.

Riverbank Laboratories, Geneva, Kane Co., Ill.

Works on ciphers, cryptography, cryptology, steganology, steganography, polygraphy, cryptomenytics, scotography, and synthemology also deciphering, published at any time prior to 1825. Please send careful description, date and price.

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Haggard, R., Ayesha, 1 vol., 12mo, N. Y., Doubleday, Page.
Day, H. N., The Art of Discourse, 12mo, N. Y., 1867 or later.
Bonney, E., Bandit of the Prairie, Chicago, W. B. Conkey Co.
World Almanac, 1917.
Camera Craft, July, 1916.
- John H. Saumenig & Co., 229 Park Av., Baltimore, Md.**
William and Mary Quarterly Historical Map, vol. 6, No. 1, July 1897—or volume containing this number.
- Schaefer & Koradi, 4th and Wood Sts., Philadelphia.**
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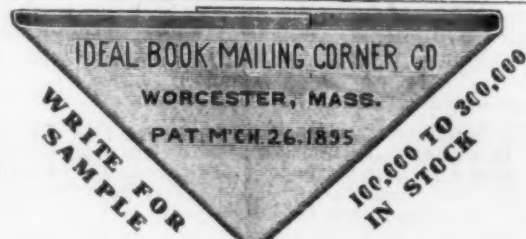
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